A U.S. DEPARTMENT OF C[illegible] WEEKLY

International Commerce

April 25, 1966

GALERIES LAFAYETTE

ENGINE CLEANERS—A Belgian enterprise, Donaldson Co., S.A., Brussels, has been formed for Europe and Africa sales and servicing of heavy-duty engine air cleaners, filters and mufflers made by Donaldson Co., Inc., of Bloomington, Minn. The new firm will serve associated Donaldson companies in Great Britain, France and West Germany and provide sales and service to customers in other European nations and in Africa.

MICROWAVE COMMUNICATIONS—Iran's Ministry of Post, Telegraph and Telephone has signed a contract of more than $1 million with General Telephone & Electronics International, of New York, for the design, supply and installation of a 300-mile microwave communications system in southwestern Iran. Slated for completion in the fall of 1967, the system will relay telephone calls, telegraph messages and radio programs between Isfahan, third largest city, and Shiraz, chief city of the Fars area. Equipment will be manufactured by Lenkurt Electric Co. of San Carlos, Calif.

CIRCUIT BREAKERS—A partly-owned manufacturing subsidiary of the Heinemann Electric Co. of Trenton, N.J., has been established in Dusseldorf, West Germany, to produce the Heinemann line of hydraulic-magnet circuit breakers and time-delay and overload relays, starting with miniature and aircraft-type circuit breakers for original equipment applications. Products of Heinemann Electric (Europe) will be available in Western Europe through Elektro-Metall Export GmbH, of Dusseldorf.

FILM PROCESSING—An exclusive Great Britain-Eire franchise covering treatment of motion picture film, aerial film and microfilm has been issued by Permafilm, Inc., of New York to RCA Film Service, Ltd., of London, a subsidiary of RCA Great Britain, Ltd. Another franchise has been issued to Societe de Materiel Electro Acoustique of Paris, France.

STEREOTYPE MATS—Assets of Wood Flong Corp. of Hoosick Falls, N.Y., and of its wholly-owned Canadian subsidiary, have been purchased by Moore & McCormack Co. of New York. Wood Flong, a manufacturer of paperboard stereotype mats for the printing industry and newspapers, maintains sales forces in Europe and South America.

Business Bulletins

from around the world

BELGIUM—Country's merchant fleet comprised 97 vessels, aggregating 760,502 gross tons, at end of 1965. Belgian shipowners had six additional vessels under construction—two reefers, one ore carrier, one bulk carrier, one tanker, one general cargo vessel.

GERMANY—Donnelley Marketing International, division of Reuben H. Donnelley Corp. of New York, establishes new company in Pforzheim. A joint venture, the firm is registered as Donnelley-Gerardi GmbH and incorporates all departments, except publishing, of former Gerardi KG. Donnelley-Gerardi offers complete range of direct advertising services, places worldwide organization of Donnelley Marketing International at disposal of its German clients.

Sale of canned beer doubles, from an annual average of 35 million cans in 1960-64 to 70 million in 1965. Growth is attributed to introduction of pull-open tops and to intensified advertising.

GUATEMALA—A new yeast factory, Central Productos Alimenticios Universal y Cia Ltda., jointly owned by Guatemalan investors and the manufacturers of "Red Star" yeast products of Wisconsin, is now open. This $500,000 investment is located about 53 miles southwest of Guatemala City at Santa Lucia Cotzumalguapa, where by-products from the sugar processing industry are available for the new future.

HONDURAS—Texaco Caribbean, Inc., Honduras Division, will construct and operate a petroleum refinery in Puerto Cortes, warehousing, selling, distributing, and re-exporting the products of the refinery. With an initial capacity of 5,800 barrels of crude oil per day, the $8 million investment will provide employment to 300 people during the 18-month construction period and will operate with 75 permanent employees.

ITALY—American wind machines proved their value in Sicilian citrus groves this past January when hard frost fell on Eastern Sicily. The effectiveness of the 50 machines in operation in the affected province was such that about 200 Sicilian citrus growers are now interested in buying wind machines. The frost was so severe this year that while the machines obtained good results on higher ground, the extreme cold of the lowlands limited their effectiveness in such areas.

NETHERLANDS—Some 5,000 Dutch firms presently engage in exporting. About 180 of them account for 60% of country's total exports.

PORTUGAL—Transportes Aereos Portugueses (TAP), the Portuguese National Airline, has ordered three Boeing 727's and has taken an option on a fourth. The planes are to be delivered early in 1967 and will cost $19.3 million. By the summer of 1967, TAP will have converted completely to jet service.

SPAIN—Preliminary figures for January 1966 show that Spain's imports rose almost 44% over the same month in 1965, to $311.8 million. Exports for the month fell 6.7% below last year's level, to $61.7 million. Increased imports of animal products (principally meat), vegetables, metals and machinery, accounted for most of the January rise. Principal declines in exports occurred in citrus, other fruits, and minerals.

SWEDEN—Shipping companies operating in overseas shipping earned surplus of $283 million in 1965, 3% increase over level of 1964.

VENEZUELA—Derivados Electronicos, S.A., of Caracas, licensed by Automatic Radio Mfg. Co., Melrose, Mass., to assemble, manufacture, distribute its complete line of auto radios. Emphasis to be placed on original equipment market.

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the cover

The Galeries Lafayette department store in Paris deserves a merchandising award for its trail blazing in presenting America Week shoppers with colorful souvenir shopping bags portraying Calamity Jane, Sitting Bull, Wild Bill Hickok and General Custer. Our cover reproduces a section of one panel from the bags, which ranged from small to giant size. In Europe, where shopping bags are few and far between, this achievement truly ranks with the winning of the west. Our back cover reproduces one of the Galeries page advertisements in France-Soir, leading daily paper in Paris.

International Commerce

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AMONG THE BEST SELLERS in the Galeries Lafayette display were the kitchen utensils. The store is re-ordering about 40% of the items stocked specially for the American Weeks event.

HARDWARE IN DISTINCTIVE U.S. PACKAGING was an attraction for the 20,000 customers who came each day to the special fifth-floor display.

Department store's Western a sales hit

SEND LADIES CLOTHING TO PARIS? Galeries Lafayette's buyer in the U.S. chose apparel with the "Western" and "Granny" look. Shoppers looked but did not buy much in this product line.

GLASSWARE WAS A PRIME FAVORITE with the Paris buyers and with Jean D'Allens of the Galeries Lafayette management (left) and Robert H. McBride, deputy chief of U.S. mission, Paris.

PARTICULARLY ATTRACTIVE TO PARIS CUSTOMERS were small household appliances, displayed under French title and the theme "Les Americains."

AMERICA WEEKS REPORT

Paris buys American

Western motif in department store promotion attracts 20,000 daily to Galeries Lafayette

America Weeks in Paris at the Galeries Lafayette was a cash register ringing success for the huge department store and for the U.S. manufacturers that shipped the goods.

Forty percent of $800,000 in American products bought specially for the promotion will be re-ordered and permanently stocked. The store already buys a million dollars in U.S. goods annually.

Twenty-thousand Parisians a day, for 17 days, streamed into the picturesque "Western" display and sales area to see the Foote collection of saddles, guns and other memorabilia, and to buy.

And buy they did: children's clothes, men's shirts, lingerie, household linen, glassware, kitchen gadgets, bathroom accessories, early American furniture and power lawnmowers. These moved fast. Other items sold well, too, but the ladies sportswear shown was reported "too high priced and too classical; not exciting."

"We are extremely satisfied. The promotion arranged by the Department of Commerce was more successful than those we had done ourselves in the previous two years," said Jean D'Allens, Galeries Lafayette Director General.

The promotion was inaugurated at the store by Assistant Secretary of Commerce Alexander B. Trowbridge, who described how the "Treasures of the West" collection on display had been put together over more than 20 years by Mr. and Mrs. Don C. Foote of Billings, Mont. It began, Mr. Trowbridge told the Paris audience, with the stage coach that is its centerpiece and included many items from the personal collection of Buffalo Bill Cody, acquired from the famous showman's niece.

Galeries Lafayette's America Weeks campaign and promotions in other French and Spanish stores are supported by Commerce Department's Bureau of International Commerce under a program to stimulate exports of U.S. consumer goods through overseas department store sales.

The bureau helps channel the overseas retailers to the broadest possible range of products and helps them find displays, exhibits and decorations appropriate to the theme of their America Weeks campaign. Applicants with displays of Americana are being reviewed at this time by America Week, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

First America Weeks successful in new plan to sell consumer items

They recreated the unique spirit of the American West in downtown Paris in recent weeks: collectors Stella and Don Foote (above) with part of their "Treasures of the West" exhibit; Assistant Commerce Secretary Alexander B. Trowbridge and French merchant Raoul Meyer (at top), who worked together to install the exhibit in M. Meyer's Galeries Lafayette store; Chief Gray Squirrel and Chief Wayne Wolf-robe Hunt, part of an Indian dance troupe that entertained shoppers in a second America Weeks promotion at the Au Bon Marche store (right).

Indian dancers attract shoppers to Au Bon Marche

Six American Indians in full tribal dress attracted crowds of French shoppers to another Paris department store last week in an event arranged by the U.S. Department of Commerce.

Au Bon Marche reported their stock of early American furniture sold out the first day.

"A great success. We are re-ordering immediately," commented Alexis Lacaille, assistant director.

Dressers and reclining chairs were the favorites. Pastel painted items did not sell well.

Au Bon Marche says it plans to stock all of the furniture on display, from now on.

The Indian dancers who performed at Au Bon Marche store three times daily were managed by Chief Wayne Wolfrobe Hunt, a member of the Pueblo tribe. In his troupe were a Navaho, Acoma, Pawnee, and an Osage Indian. Each was chosen not only as a dancer but as an Indian craftsman.

The performances were supported by an exhibit of Indian artifacts from the collection of the Footes, and by a collection of paintings assembled by the Interior Department's Bureau of Indian Affairs.

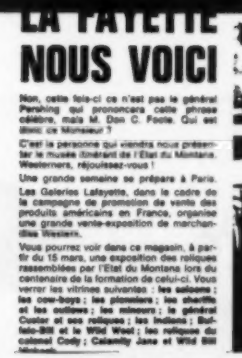
Spain reports impressive America Week sales total

A leading department store group in Spain has successfully concluded a three-week promotion of American products in its branches and affiliates in Madrid, Barcelona, Bilbao and Seville.

Some $300,000 worth of U.S. products were placed on sale March 21 in a promotion that ended April 5, in the Galerias Preciados stores.

Lines that attracted unusual interest were garden furniture, food products, perfumes, tools, luggage, lamps, picnic baskets, toy revolvers, TV sets, men's shirts, kitchen utensils and walking dolls. Some items were sold out in three days.

AMERICA WEEKS STIRRED NOTICE in both French and English language publications. The unusual display of a variety of American products intrigued newspaper editors and their readers.



LA FAYETTE NOUS VOICI

Non, cette fois-ci ce n'est pas le général Pershing qui prononcera cette phrase célèbre, mais M. Don C. Foote. Qui est-il ? Un cowboy ? Un shérif ? Un bandit ? Un Indien ? Non, c'est le commissaire général de la section américaine de la prochaine exposition internationale de Montréal, Canada.

C'est la personne qui viendra nous présenter le musée itinérant de l'Etat du Montana. Westerners, réjouissez-vous !

Une grande semaine se prépare à Paris. Les Galeries Lafayette, dans le cadre de la campagne de promotion de vente des produits américains en France, organise une grande vente-exposition de marchandises texanes.

Vous pourrez voir dans ce magasin, à partir du 15 mars, une exposition des reliques rassemblées par l'Etat du Montana lors du centenaire de la formation de celui-ci. Vous verrez les vitrines suivantes : les saloons ; les cow-boys ; les pionniers ; les shérifs et les outlaws ; les mineurs ; le général Custer et ses reliques ; les Indiens ; Buffalo Bill et le Wild West ; les reliques du colonel Cody ; Calamity Jane et Wild Bill Hickock.

BON JOUR, TEX — An authentic stagecoach and lots of made-to-drive cowgirls are featured at a sale of American goods which opened today at a Paris department store.

With American Exhibit

Paris Store Goes Far W

By JAMES GUNTER
Staff Writer

PARIS, March 15 (MAY)—Galeries Lafayette, a large department store, began Tuesday a sale of American goods which will feature everything from talking dolls to furniture. The display features the 19th Century.

Built around a Far West theme, the promotion centered on a mock exhibit of Americana. The display includes a stagecoach, "Treasures of the West," Mr. and Mrs. Don C. Foote of Billings, Montana, and a group of cowboys, politicians and rodeo.

Abraham Trowbridge, U.S. ambassador to France, was present at the opening of the exhibit. Also present were Charles Bohlen, who was in Washington because of President Johnson's visit to call the NATO treaty alliance.

Goods brought here from the United States and items designed for sale in France, such as clothing, furniture and toys, are displayed in hundreds of booths.

The store is an American success story. Founded in 1894 by Theophile Bader and Nestor Guinzburg, it was a modest establishment of 12 employees. Today it employs 2,500 persons and has annual sales of $80 million.

Its success is attributed to good management, fashionable goods, attractive ware, prices and prompt service.

A typical store is 5 stories high, with 70 departments. Its 1,000 employees are trained in the store's own school.

Its 1,000 customers daily are greeted by a doorman and a uniformed attendant who opens the door of their automobile.

Customers are invited to use the store's telephone, mail and telegraph facilities, and to leave their packages in the checkroom.

Galeries Lafayette is owned by the Bader family and Guinzburg family. Both families are represented on the board of directors.

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"New look" pour les expositions U.S. dans les grands magasins français

cts French
ent Store

'Les Américains,' Bearing Gadgets, Land in Paris

French Prove Friendship— Buy U.S. Gadgets and Food

'Galeries Lafayette, We Are Here'

« Lafayette nous voici »

Wild, Wooly West Theme Helps Sell U.S. Goods Abroad

U.S. Exhibit To Paris Dep

Americana exhibits offered to selected foreign retailers

Paris Loves Those US Go

America Weeks Plans Expand

'America W To Begin In Paris Sto

Wild West Exhibit Promotes U.S. Sales Abroad

Starting March 15 in Paris, the mammoth Galeries Lafayette department store, where 250,000 Parisians shop each day, will display the 947 items of western memorabilia, including the old Fort Custer stagecoach—all collected by Mr. and Mrs. Don C. Foote, of Billings, Montana. Their "Treasures of the West" was a major section of the Montana state pavilion at the New York World's Fair.

Items of western lore (there are hundreds in 14 display cases, plus the stagecoach) include General Custer's gold watch, Sitting Bull's saddle bags, and the ornate nine-shot Deadwood sixiron pistol here.

Under the Department's new complete package program the number of stores holding America Week

SOIL-TILLING KNOW-HOW, TOOLS are exported from Iowa to Latin America, the Far East and other parts of the world on an increasing scale. On left, negotiating at San Salvador fair are Fernando Luna of Homberger Hermanos, local agricultural equipment firm, and Albert Brouwer, Cedar Rapids export broker. Scene on right shows try-out in Viet-Nam of technique for irrigating rice fields using Clinton engine, shaft. Engine is Iowa-made.

WORLD IS IOWA'S OYSTER

Estado de Iowa is there

Exports from inland state go everywhere from Latin America to Far East

Running the gamut from agricultural chemicals and automotive testing equipment to refrigeration-air conditioning, vending machines and veterinary biologicals, the state of Iowa continues to expand its world trade.

Energy for the surging mercantile power of this state without seaports and giant industrial centers comes from many leaders and groups.

They include the foreign trade bureaus of the Cedar Falls and Cedar Rapids chambers of commerce, the Davenport chamber's export committee and the Greater Des Moines chamber's world trade department, the Governor and the Iowa Development Commission as leaders of trade missions to Europe and the Far East, and individual firms winning "E"-for-export-excellence awards in the fields of poultry products, engineering services, concrete pipe machinery, refrigeration, tire retreading, pumps and irrigation machinery.

In little more than a year, the U.S. Department of Commerce's Des Moines Field Office has held 22 export workshops in Des Moines, Boone, Council Bluffs, Davenport, Mason City, Newton Oskaloosa, Ottumwa, Spencer and Waterloo, resulting in direct contacts with more than 300 participants throughout the state.

An overture towards "12 million consumers, called the Central American Common Market," was made through the All Iowa Exhibit at the U.S. Department of Commerce pavilion, El Salvador International Trade Fair, a few months ago.

The Des Moines Field Office and the Department's Bureau of International Commerce worked on this pilot project with the Iowa Exports Exhibit Committee (IEEC), newly established by the state's Regional Export Expansion Committee. Other backing came from the Iowa Manufacturers Association, the Greater Des Moines chamber's world trade department, and the Iowa Development Commission.

"We reached hundreds of farmers directly. . . . We consider this of great value and an exposure of very low cost," the IEEC reported later.

The impact of the Iowa Exhibit at El Salvador is indicated by these highlights in an initial evaluation of results:

► Two firms entered the export business for the first time.

► Three others sold goods in Central America for the first time.

► Some $10,000 in floor sales were made.

► Nearly $26,000 in orders were con-

SMALL BUSINESS REPORT

What helps, what hurts in foreign markets

The Imperial-Eastman Corp. of Chicago, maker of fluid power components, first entered the export field in 1960. It projects its 1966 international sales as 20% of its total U.S. sales. Imperial-Eastman's vice-president, Albert C. Homer, outlines some of the factors in this export success story for fellow small and medium sized companies:

Our work in foreign markets has made us sharply aware of several matters which we suggest require careful attention:

- Be sure you have a product or a service which meets a particular foreign market requirement. If your product is in trouble in the U.S. we advise you not to look to world markets to bail you out.
- Be sure you have a technical input both in terms of function and design. Foreign markets are rapidly becoming very sophisticated.
- Exercise as much care, or even more, in the selection of your distributors, your agents, and the like, as you would in your domestic U.S. markets.
- Don't for a minute let up on sound management practices and controls.
- If you elect the joint venture route be extremely selective in your partners. Often you will need more than money from your partner. You will find that management and marketing know-how are premium items in every country in the world.

In looking back over the past five years there are the "things that helped us most," and then the ones that "hurt." On the right side were:

1. Sending competent technical people overseas for start-up operations.
2. Using market surveys which gave a reasonably accurate forecast of the market and its requirements.
3. Locating competent joint venture partners.
4. Offering new products and marketing concepts which were not merely a "me too" approach.
5. Getting support from U.S. customers who had established foreign operations.
6. Keeping strong and continuing desire on the part of the domestic staff to see the overseas efforts succeed.
7. Concentration on those products which filled a need in the particular foreign market.
8. Utilization of organizations which could help us obtain our objectives—such as: Bureau of International Commerce of the U.S. Department of Commerce, U.S. Embassies commercial sections, foreign industrial development groups, international banks, the transportation industry, foreign trade associations, publishers of international economic and commercial information, and foreign trade fairs and promotions.

On the other hand, we came up short in:

1. Not keeping U.S. personnel overseas long enough in start-up situations.
2. Not accurately determining the initial inventory requirements.
3. Poor quality of sub-contractors and poor delivery situation.
4. Mistakes in selection of local management people.

The past few years have given all of us dramatic evidence that international trade is not the exclusive domain of large corporations. Size is not the determining factor for successful participation in world trade—but aggressive action is a requirement. The same ingredients that go into the making of a successful U.S. company are the requirements for success overseas. We need no longer question the opportunities for smaller companies in world markets—the challenge is to take every possible advantage of these opportunities and be an active participant in foreign trade.

firmed in the six weeks following the show.

► Four firms made new agency agreements.

► One hundred copies of the Iowa Export Directory were distributed to qualified contacts.

Iowa's Clinton Engines Corp. is particularly active on the other side of the world, in Iran, Israel, Japan, Pakistan, the Philippines, Saudi Arabia, South Vietnam, Taiwan and Thailand. A $100,000 contract signed by the firm's Orient export representative with Loxley, Ltd., of Bangkok, was one of the highlights of Iowa's Far Eastern Trade Mission early this year. In South Viet-Nam, the Clinton representative gave a party for 172 distributors, major customers and their wives —and quickly landed an individual order of $150,000 from a buyer at the party.

A lightweight Clinton long-shafted engine, variously known to Mekong River rice farmers as the "shrimp tail" or "power pole," is widely used both to power Vietnamese sampans and barges and to pump water in the rice-farming process. Some $2 million worth of Clinton engines come into Viet-Nam through the Agency for International Development's commercial import program.

Machine-age farming

A progressive farm state in a machine age, Iowa's varied products and services offer a populous and hungry world raw materials and instruments for drawing more sustenance from the earth.

Latest rankings show on the one hand that Iowa is, in terms of value of farm products marketed by states, first in cattle, hogs and livestock, second in corn, soybeans, sheep and lambs, and third in turkeys—while on the other hand she is a top West-North Central exporter of manufactured products ($239.6 million worth in fiscal 1963-64). In 1965 one farm equipment firm exported more than $4 million worth of its products from Iowa plants.

Businessmen and farmers, increasingly interested in systematic cultivation of foreign markets, are invited to make use of export trade seminars like this week's Central Iowa Export Sales Institute, to be held April 28 in the Hotel Kirkwood, Des Moines, sponsored by the Greater Des Moines Chamber of Commerce in cooperation with the Iowa Regional Export Expansion Council and the U.S. Department of Commerce.

Iowa State series

This will be followed on May 10 by the opening of a seven-week Seminar Series on Export Trade at Iowa State University, to be held in cooperation with the Greater Des Moines chamber and the Department of Commerce Field Office.

NEXT STOP, MANCHESTER

Sea fare from U.S. sells

Fisheries Bureau global trade unit tries overseas fairs with good results

In Western Europe tastes are broadening to include succulent delicacies and "convenience foods" from American fisheries and processing plants.

The trend is being helped along with an eye on worldwide prospects by the Bureau of Commercial Fisheries, U.S. Department of the Interior, rounding out its first year of international trade promotion.

Following its food-fair participation in Cologne, Brussels, London and Milan, the Bureau's Office of International Trade Promotion is now preparing to introduce more U.S. firms and products at the upcoming International Food Fair in Manchester, England, May 10-21.

Cooking sorcery to melt away buyer resistance has been employed at U.S. booths. One of the most notable examples is the distinctively American dish, deep-fried breaded soft-shelled clams which, Fisheries Bureau officials say, has been "eaten up" by German, Belgian and Italian fair visitors—opening the door to sales of a U.S. frozen food product.

Increasing mobility of population as well as increasing prosperity are reflected in the Continent's greater receptivity to gourmet, specialty, and a generally more sophisticated array of seafood varieties.

This accent on variety extends also to lower-priced sea foods which figure as staples in certain national diets. Labor-short Germany, for instance, has brought in workers from neighboring countries and one effect is a good market for squid, a favorite of Greeks and Italians.

Given the new circumstances and new consumer psychology, quality ready-to-eat items can now compete for the European housewife's attention along with 10¢-a-can items and fresh seafoods which are less convenient, if lower-priced.

To get the most mileage out of its fledgling trade-promotion effort in these beckoning markets, the Fisheries Bureau has been working with the Department of Agriculture—long experienced at international food fairs—and is looking towards participation in foreign trade missions with Department of Commerce guidance.

Another project calls for contracting with reputable research agencies in certain countries to make market surveys for selected fishery products, with results to be used for pinpointing countries which should be visited by trade missions.

Beyond Europe, Bureau officials see untapped markets in South America, the Far East and other parts of the world. They reason: the United States, though a net importer of fishery products, has already shown Europeans that U.S. fishery exports have distinctive advantages of quality, processing and packaging; people in other areas can also be convinced.

At the May 10-21 fair in Manchester, the procedure for U.S. exhibitors will be similar to that used for the Cologne, Brussels, London and Milan fairs.

The exhibit will be sponsored cooperatively by the Bureau of Commercial Fisheries, U.S. Department of the Interior, and the Foreign Agricultural Service, U.S. Department of Agriculture.

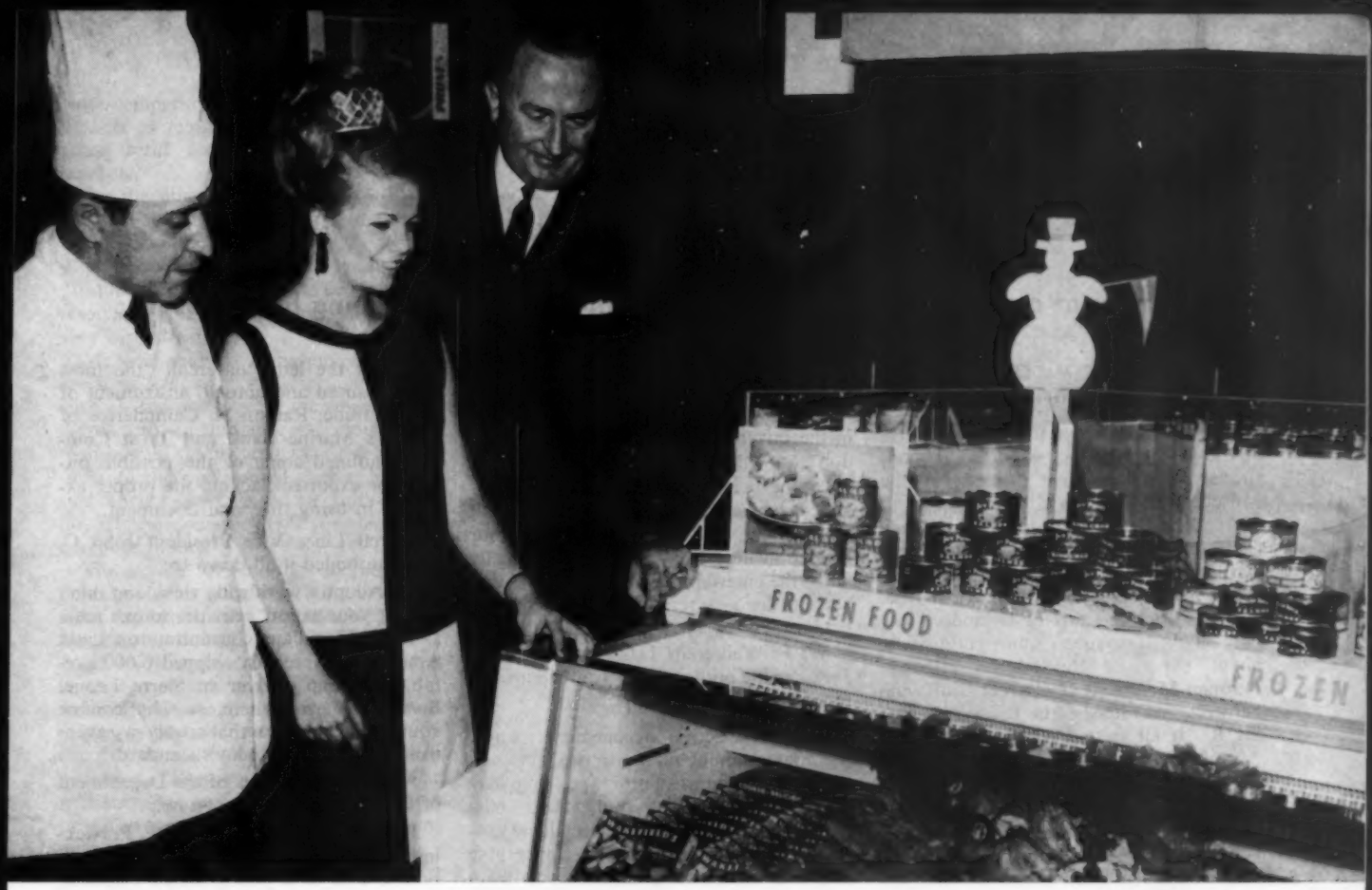
The Fisheries Bureau, with Agriculture's International Trade Fairs Division, will maintain a private trade area for sampling and promotion of U.S. fishery products. Special invitations are being sent to leading trades people in the United Kingdom and Europe.

Any U.S. fishery firm will be eligible to participate, and exhibitors will be furnished floor space and an exhibit cabinet without charge. Freezer space will be available for displaying frozen foods.

Each U.S. firm will be required to provide a full-time representative, either from the United States or abroad, to attend its display and actively promote its branded products.

In addition to individual booths for each participant in the trade area, fishery products will be displayed and sampled and promotional material distributed at a large booth in the public area. All items to be displayed must have been produced

FROZEN SILVER SALMON is introduced to the Danish Ambassador at U.S. food exhibit in Brussels. Salmon was flown in from Alaska for the fair, featuring exhibits arranged by the U.S. Bureau of Fisheries.



AT LONDON INTERNATIONAL HOTEL AND CATERING SHOW, chef, "princess," importer are impressed by variety of U.S. canned and frozen fisheries products on display. Trans World Airlines' executive chef, the young lady selected as reigning princess of the fair, and the importer—one of many on hand in search of new lines to handle—serve here in a promotional effort paralleled by others in Cologne, Brussels and Milan. Plans call for many more.

or processed in the United States.

Planning for participation in at least four such fairs each year, the Fisheries Bureau approaches each as an occasion for providing U.S. exporters with a showcase for their products, experience in making key contacts, an opportunity to find trained and available foreign agents, and achieving direct exposure to a wide group of food merchants in each country.

Gains

Fair-induced gains reported to the Fisheries Bureau by U.S. exhibitors include $300,000 worth of frozen salmon sold as a direct result of the Cologne fair, an additional $100,000 worth of frozen Alaskan king crab sold at London by a U.S. firm whose previous small beginning in the market was enhanced by the fair, and so on.

Exhibitors also report that contacts at the fairs have enabled them to enter fruitful negotiations with potential overseas representatives, importers and distributors. Fisheries Bureau officials bring back from the fairs lists of persons and firms expressing interest in U.S. fishery products, making names available to associations and the U.S. industry generally. From Milan and London, 400 were brought back.

Problems encountered offer challenge and at the same time point to future potential. Refrigerators in Europe are not generally equipped with the kind of freezer space available in those found in American homes, so that frozen-food purchases by European shoppers are limited. Supermarkets with extensive displays are less common than in the United States, but multiplying. Methods of distributing by truck to restaurants, hotels and other mass-feeding establishments could be improved.

Future

The future for U.S. fisheries products abroad, then, appears bright and will become brighter as such problems are solved. Positive thinkers in the industry talk of a potential for fresh whole Alaskan salmon, which might be flown to foreign markets over the North Pole.

In any case, Fisheries Bureau officials report, exhibitors' experiences so far leave no doubt that markets exist for U.S. produced and processed frozen and canned specialties including shrimp, whiting, red snapper, Spanish mackerel, millet, clams, oysters, lobster and lobster meat, sole, crab, red salmon, squid and others.

Samuel J. Hutchinson, a West Coast veteran of 34 years in commercial fisheries work, has been appointed to the Bureau's newly created post of Chief, Office of International Trade Promotion.

He comes to the nation's capital from Seattle, where he served from 1957 on as director of the Bureau's Pacific Regional Office, preceded by nine years as assistant regional director in Portland, Oregon.

In his new post, Hutchinson will direct analyses of world market conditions, represent the Bureau at national and international fishery meetings, and explain U.S. export practices and programs to policy-making officials of foreign governments.

Write: Office of International Trade Promotion, Bureau of Commercial Fisheries, Department of the Interior, Washington, D.C. 20240. Telephone: (202) 343-4515.

TRADE CONFERENCE SUMMARY

Export it Florida-style

Four firms from carefree state show how great care in world marketing brings results

By ARTHUR McDERMOTT
Staff Writer

In a setting designed to dispel the cares of the world, Florida's exporters demonstrated that they have a care for the world's trade.

At their Fifth Florida World Trade Conference in Ft. Lauderdale, they learned how four of the state's firms have found new success in the export business.

First, Correct Craft of Orlando.

"I doubt if anyone's more enthusiastic about exporting than I am," began Norman M. Sewell of Correct Craft, and before he was finished he had you believing it. "It all started with a simple telegram from the Dept. of Commerce asking if we'd like to exhibit our products at a trade fair in Lyon, France. In the intervening three years we've established sales contacts in 21 countries."

Sewell's "Golden Rule" of foreign trade is: "Handle carefully, thoughtfully —and promptly your first letter of inquiry from a foreign businessman. You can kill or spark his interest right there.

"We avoid using cablegrams, because you just can't say enough. We airmail everything, including any sales literature that may be needed. It costs from $1 to $3 per reply, but it gets results. We offer to make up invoices and other documents in the buyer's language, but they usually don't ask for it.

"Some people say there are too many added expenses in exporting. I just can't see it that way," said Sewell. "In our foreign dealings we are spared practically all of the entertaining and advertising that account for a large portion of our domestic business expense."

W. F. Walker of Dantzler Lumber in Jacksonville outlined his "Ten Commandments" of successful exporting:

Careful selection of personnel; know the maximum about your product; sincerity in dealings; know the language; ingenuity in product applications; high merchandise standards; respect local customs; ship promptly; offer competitive payment terms; and make exporting a fulltime endeavor—**"Be a pro"**—the rewards will more than justify the effort.

Long range

"I consider exporting a long range proposition," said Frank J. Callahan, President of Jenks Metals of Miami. "Be prepared to spend a pretty good chunk of money before you start seeing any big returns." His firm, which began exporting four years ago, now has 27 sales agents selling its products in 57 countries. "One of the pleasanter discoveries I've made is finding what a tremendous help the Department of Commerce can be," Callahan said.

W. Benton Lewis of Tampa's Florida Steel Corporation said that his firm's overseas clientele was made up largely of U.S. firms or their overseas subsidiaries. He emphasized the need for caution in granting credit, "because collection of past due foreign accounts is difficult and expensive." An exporter's U.S. bank can often get much more accurate credit information on a prospective buyer than the businessman himself, according to Lewis.

A panel of specialists outlined the services available to the Florida exporter, with special emphasis on firms that are just coming into the field.

Calling the letter of credit "the most used, misused and abused" instrument of foreign trade, Ramon M. Campderros of Tampa's Marine Bank and Trust Company outlined some of the possible pitfalls for exporters lacking the proper expertise in using this vital document.

Farrell Lines Vice President John C. Gorman boiled it all down to:

- "Adopt a worldwide view, and don't restrict your export activities to one area, as many Floridians concentrate on Latin America. We recently shipped 6,000 prefab homes up a river in Sierre Leone. Business is everywhere, so why confine yourself to an area that's only a seven-iron shot away by today's standards?
- "Use the services of the Department of Commerce . . . they can help."

Pensacola freight-forwarder E. P. Nickinson likened the freight forwarder's position to that of a young AT&T engineer, which he used to be: "You have plenty of authority to get into trouble, and none to get out once something goes wrong." But he also sees it as a chance to smooth the way to export profits for his U.S. clients by finding the most economical way to ship their products and handling the needed documentation.

U.S. trade negotiator Robert L. McNeill outlined the chief obstacles to the overall U.S. position as a Crossroads of World Trade to the banquet audience.

Dr. McNeill, who serves as Deputy Asst. Secretary of Commerce for Trade Policy, told his listeners that the Kennedy Round negotiations are reaching a critical point, and it will take a major effort by all major participants to achieve any significant multilateral trade liberalization before the authorizations of the Trade Expansion Act of 1962 expire June 30, 1967.

Trading relations between the developed and less-developed countries pose another major challenge to the U.S., McNeill said. The developing countries all rely heavily on exports of primary commodities, and their economies rise and fall with the fortunes of a single product on the world market. "They are insisting on negotiations to stabilize world commodity prices," he said. "They also

I HAD IT RIGHT HERE A MINUTE AGO, says Florida Governor Haydon Burns (l.) as he looks for his ticket to the Florida World Trade Conference. Stambaugh M. Gleason of West Palm Beach graciously let the Governor in to deliver his address anyway.

want competitive advantages for their few exports of manufactures through preferential tariff access into the developed markets."

On the other hand, McNeill said that German scientists have reportedly developed a substitute for coffee. If the price of coffee went high enough to make production of the substitute economically feasible, "Brazil would obviously have a very dismal future."

McNeill said the situation was much the same for producers of primary metals such as lead and zinc. If their prices were driven up, manufacturers around the world could simply shift to aluminum.

As to the preferential duties, McNeill said they would have an unfavorable impact on domestic U.S. producers of competing items.

The search for solutions to these and other problems goes on. "We don't know what the answers are," said McNeill, "but they must be found."

H. N. Van Nostrand, vice president in charge of international operations of the S. E. Massengill Co. of Bristol, Tennessee, advocated starting a company's export program by concentrating on three countries. "Become thoroughly familiar with them before selecting agents; in some countries you just can't get rid of an agent once you've signed him up.

"While this may seem unfair, it is often the result of U.S. companies signing up an agent, letting him cultivate the business, and then dropping him," according to Van Nostrand.

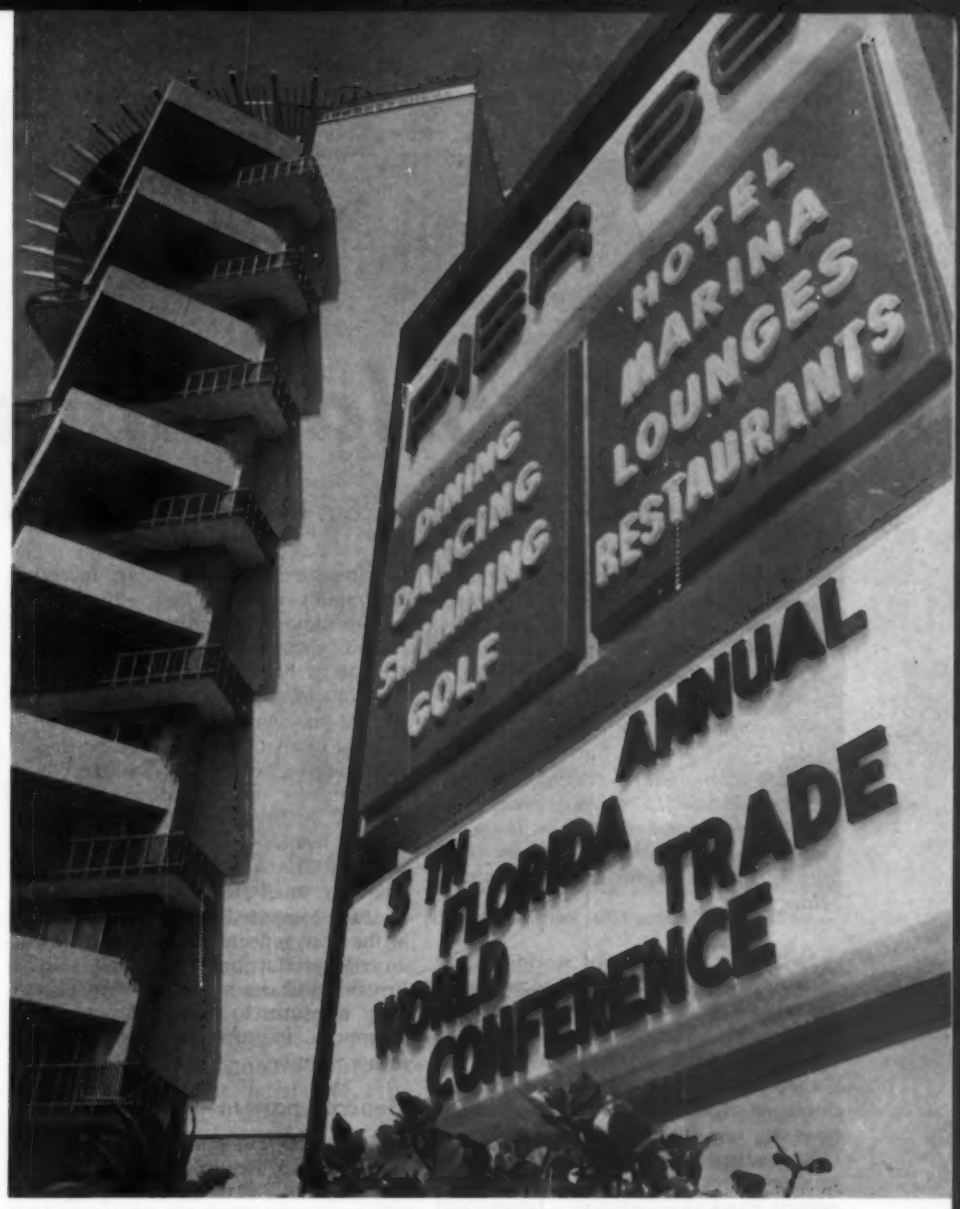
Must do homework

"It's absolutely essential to know your country. For example, just because a nation is in the tropics is no reason to think you can't sell heating equipment there, as anyone who has shivered through a night in an unheated hotel room in Quito, Ecuador will affirm," he said. Quito, while less than 30 miles from the equator, is high in the Andes.

Van Nostrand recommended maximum use of the services provided by the Commerce Department and the international divisions of banks, but said that "no matter how much they know, they can't do anything more than give you guidance."

Henry G. Riegner, vice president of Trans World Airlines, told of the increased impact of airborne foreign trade. TWA recently shipped 2,000 live calves to Italy, "not show animals, but regular feeding stock. We have also staged exhibits in recent shows of leather goods in Milan, heating equipment in Madrid, and the Cologne Meat Fair," said Riegner.

Does the business which results from the U.S. foreign assistance programs last after the programs end? According to Patrick M. O'Leary of the Agency for International Development, it does. He said that pre-World War II U.S. sales to Japan were relatively small, but that business relationships formed during the period when U.S. funds were helping Japan's economy back to its feet have carried over, and the surging Japanese market is now our second largest export customer. "Our commercial exports to Israel and Greece have almost doubled in the past six years, while our trade with Taiwan has almost tripled during the same period," O'Leary said. The programs of providing AID grants to all these nations have been phased out.



FLORIDA'S TRADERS CONFERRED in surroundings that kept the business pressures at a controllable level.

"In this age of Tel-Star and all the other electronic marvels, the greatest American lack is effective communication," said former Coca-Cola Vice President E. J. Forio. On the need for advertising and public relations, he said, "I have a seven-year-old grandson who's never heard of the Lone Ranger, and an eleven-year-old granddaughter who doesn't know who Bing Crosby is. Every nation, person and product is only one generation away from extinction." Thus, if we believe in something it becomes our duty to sell it; else it may become extinct, according to Forio.

"Every day is election day in the marketplace. We've got to get the market's vote every day, and on the day we don't we'll be replaced by others who can."

WORLD MARKET REPORT

Free world imports grow

Imports from U.S. increased in '65, but in two-thirds of major markets our share dropped

A report on the value of total imports into all of the major free world markets for which current statistics are available, and the U.S. share of those markets, is published quarterly in INTERNATIONAL COMMERCE. *The preceding world market report appeared in the issue of Jan. 31, 1966.*

A tabulation on these countries is given on pages 14 and 15. Current changes in world import markets and in the U.S. share, as well as changes in reserve holdings of various countries, are discussed below.

Nearly all of the major world trading countries, as presented in the accompanying table, reported expanding imports in 1965.

The value of shipments from the United States increased last year. In two-thirds of these principal U.S. markets, however, our share of imports declined. U.S. products accounted for significantly smaller shares of imports into three important markets—Germany, Japan, and France.

At the end of 1965, gold and foreign exchange reserves of both the developed and developing countries were generally higher than in the preceding year. The 1965 gain in the developing countries' reserves was the largest annual rise since 1950. Contributing to this increase was the significant rise in the reserves of several Latin American countries.

Most buoyant markets

Among the highly industrialized nations, the imports of the Federal Republic of Germany showed the largest gain, an increase of 20%, followed by Canada whose total imports rose by 15%. Consumer spending and rapid domestic price rises contributed heavily to the advance in Germany's imports. Although industrial investment in that country increased less rapidly in 1965 than 1964, it was still an important factor in its purchases abroad. Canadian imports grew sharply because of heavy investment and a high level of consumer demand based on increased personal incomes.

Total foreign purchases of other highly industrialized countries—Sweden, Norway, and Austria—expanded by more than 10%. In contrast, imports of the United Kingdom, France, Italy, Japan, and Switzerland rose less than 5%. The relatively small rise in Japanese imports in 1965, compared to the larger increases in the past, reflected a leveling off of industrial production. The small gain in British purchases stemmed from government measures to restrict imports in an attempt to improve its balance of payments position.

General pattern

With the exception of Brazil, the United Arab Republic (Egypt), Chile, and Colombia, all of the developing countries reported increases in imports in 1965 compared to 1964. Iran, Peru, and Taiwan registered the largest gains. Increased expenditures for industrialization spurred purchases of Iran and Taiwan from abroad. Foreign investments and loans helped to finance Peru's rising imports of capital goods.

Of the few developing countries which reported lower total imports last year, the largest declines were reported by Colombia and Brazil. Both of these countries increased restrictions on their imports in an attempt to improve their balance of payments position.

The U.S. share of imports rose in 1965 in two of our largest markets—Canada and the United Kingdom. U.S. products also accounted for a growing share of imports into Spain—a large U.S. market—and into several smaller markets including Yugoslavia, Ireland, New Zealand, and Turkey. Spurred by the substantial growth in industrial activity, expansion of public expenditures, and a rise in tourist earnings, Spain's imports from the United States rose by 15%.

Increased Canadian demand for U.S. capital equipment, chemicals, and iron and steel-mill products helped to expand our share of that market. Also helping to boost our share was the new automotive agreement, which became effective last year. In addition, there was a rise in Canadian imports of iron and steel-mill products, chemical elements and compounds, iron ore, and coal among the industrial supplies.

The increase in the U.S. share of British imports centered in advanced types of machinery required in connection with that country's efforts to upgrade its industrial technology.

Larger imports of corn, oilseeds, and nonelectric machinery led to a rise in the U.S. share of the Spanish market. The gain achieved in the Yugoslav market stemmed primarily from increased arrivals of wheat. Ireland's purchases from the United States, which rose twice as fast as its total imports, reflected large deliveries of capital goods—including jet aircraft—and grains. Selective liberalization of imports by New Zealand contributed to an increase in the U.S. share.

In industrialized countries

Among the highly industrialized countries, the U.S. share of imports declined significantly in the markets of Germany, France, and Japan. Despite the decline in the U.S. share in the German market from 13.7% to 13%, German imports from the United States rose by more than one-tenth in 1965 over 1964.

The decrease in the U.S. share of imports into France was due in part to a falloff in French purchases of U.S. aircraft

GERMAN IMPORTS FROM U.S. increased last year, but U.S. share of their market declined. Trade Center in Frankfurt helped sell American goods to Germans.

and parts, cotton, and coal. The decline in the U.S. share of the Japanese import market reflected in part the decrease in capital investments in the manufacturing sector, which constitutes a substantial market for U.S. products, and in part the shifting in Japanese purchases of cotton resulting from noncompetitive U.S. prices and a fall-off in the requirements for iron and steel scrap of which we are the major supplier.

Although the U.S. shares of imports into most developing countries were generally lower than in the preceding 12 months, in a number of countries, our share improved. For example, imports of Nigeria from the United States rose more rapidly than total imports, as a result of expanded purchases of machinery and iron and steel products for the petroleum industry. Other developing countries in which the U.S. share improved were Israel, Thailand, and Turkey.

Reserves

Among the developing nations, the United States did relatively least well in India, Brazil, Pakistan, Colombia, and Korea. U.S. imports into Brazil and Colombia continued to be affected by these countries' controls. The conflict between Pakistan and India in 1965 resulted in reduced imports by these two countries in that year.

Nearly all of the highly industrialized countries registered improvements in their reserve positions at the end of 1965, compared to December 1964. The Federal Republic of Germany, whose reserve holdings were 6% lower, primarily due to a continued high level of imports, was the important exception. On the other hand, Germany's EEC partners, France and Italy, recorded significant increases in their holdings. The 11% gain in French reserves was due in considerable part to a more favorable balance of trade. In Italy, an export boom and increased tourist earnings led to a rise in reserves of 15%.

The largest gain was registered by the United Kingdom whose exchange holdings rose by 30%. A reduction in its trade deficit and large drawings on the International Monetary Fund during the year contributed to this advance.

Three countries heavily dependent on raw material exports—Australia, New Zealand, and South Africa—had lower reserves at the end of 1965 than at the same time a year earlier. These decreases generally reflected the failure of exports to rise, while the demand for imports continued to expand as a result of increased industrialization in these countries.

In developing countries

The great majority of the developing countries had higher reserve holdings at the end of 1965 than a year earlier. Much of the improvement stemmed from increased drawings on IMF funds, plus loans and grants from abroad. Brazil reported a $320 million increase in reserves, mostly due to U.S. foreign aid assistance. The rise in the reserve position of India stemmed from the restrictions on imports, aid from abroad, and substantial withdrawals from IMF.

Pakistan and the United Arab Republic were among the few developing countries which reported significantly lower reserve holdings at the end of 1965. In the case of Pakistan, the decline stemmed to a large degree from increased expenditures for defense and occurred in spite of a curbing of imports.

This article was prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

Bureau of International Commerce

World

Imports of the 50 world markets shown below accounted for 90% of all free-world imports

Value in millions of dollars

Published

Country	1964 imports			1965 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of fourth quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1964	1965
United Kingdom	15,949	1,822	11.4	Dec.	16,138	1,886	11.7	+ 1	+ 4	2,316	3,004
Germany, Fed. Rep.	14,709	2,016	13.7	Dec.	17,625	2,299	13.0	+20	+14	7,882	7,429
France	10,073	1,137	11.3	Dec.	10,345	1,088	10.5	+ 3	− 4	5,724	6,343
Japan	7,938	2,337	29.4	Dec.	8,170	2,366	29.0	+ 3	+ 1	2,019	2,152
Canada	7,558	5,214	69.0	Dec.	8,716	6,103	70.0	+15	+17	2,881	3,027
Italy	7,231	980	13.5	Dec.	7,347	989	13.5	+ 2	+ 1	3,824	4,415
Netherlands	7,054	775	11.0	Dec.	7,463	765	10.3	+ 6	− 1	2,349	2,416
Belgium-Luxembourg	5,922	525	8.9	Dec.	6,357	549	8.6	+ 7	+ 5	2,192	2,304
Sweden	3,849	385	10.0	Dec.	4,377	415	9.5	+14	+ 8	964	972
Switzerland	3,610	315	8.7	Dec.	3,706	315	8.5	+ 3	− [1]	3,123	3,247
Australia	3,312	806	24.3	Dec.	3,748	885	23.6	+13	+10	1,947	1,575
India	2,715	1,029	37.9	Nov.	2,581	897	34.7	+ 6	− 3	498	599
Denmark	2,605	227	8.7	Dec.	2,812	240	8.6	+ 8	+ 6	645	586
South Africa	2,350	447	19.0	May	1,145	200	17.5	+28	+28	701	577
Spain	2,259	352	15.6	Dec.	3,023	527	17.4	+34	+50	1,513	1,409
Norway	1,982	148	7.5	Dec.	2,206	155	7.0	+11	+ 4	387	476
Austria	1,863	96	5.2	Dec.	2,102	92	4.4	+13	− 4	1,317	1,311
Finland	1,505	92	6.1	Dec.	1,646	101	6.2	+ 9	+10	384	292
Hong Kong	1,496	172	11.5	Dec.	1,569	174	11.1	+ 5	+ 1	[2]	[2]
Mexico	1,493	1,023	68.5	Nov.	1,425	936	65.7	+ 5	+ 3	583	[3] 527
Malaysia [4]	1,397	86	6.2	Nov.	1,378	82	5.9	+ 7	+ 5	894 [5, 6]	878
Yugoslavia	1,321	173	13.1	Dec.	1,288	190	14.8	− 2	+10	74	104
Venezuela	1,280	680	53.1	....	.....	....	....	....	....	831	818
Brazil	1,263	436	34.5	Nov.	977	279	28.5	−16	−28	368	688
Argentina	1,077	255	23.7	Nov.	1,100	252	22.9	+14	+12	153	236

Note: The countries shown above include the 50 major importers of U.S. merchandise in 1964, for which current data are available. To present comparable statistics for all countries, import data have been adjusted from an f.o.b. to a c.i.f. valuation for the following: Australia, Canada, Netherlands Antilles, New Zealand, Panama, Philippines, South Africa, and Venezuela. Reserves include the gold tranche positions of those countries which are members of the International Monetary Fund. Data on reserves exclude known holdings of inconvertible currencies and balances under payments agreements.

[1] Less than 0.5%.

[2] Not available.

market report

and about 90% of U.S. exports in 1964

quarterly

Country	1964 imports			1965 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of fourth quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1964	1965
Pakistan	997	415	41.6	Dec.	1,043	365	35.0	+ 5	−12	244	221
Ireland	974	74	7.6	Dec.	1,041	84	8.0	+ 7	+14	446	410
New Zealand	961	99	10.3	Dec.	1,055	128	12.2	+10	+29	166	97
U.A.R. (Egypt)	953	284	29.8	Sept.	667	145	21.8	−10	−19	223	[3] 189
Greece	885	101	11.4	Nov.	1,027	106	10.4	+27	+ 9	281	250
Philippines	868	347	40.0	Dec.	890	302	33.9	+ 2	−13	123	192
Israel	826	203	24.6	Dec.	832	212	25.5	+ 1	+ 4	545	643
Netherlands Antilles	784	88	11.2	....	.....	....	....	....	....	[2]	[2]
Portugal	776	81	10.4	Dec.	896	72	8.0	+15	−12	954	1,009
Nigeria	711	81	11.4	Oct.	632	73	11.6	+10	+13	256	251
Thailand	685	111	16.1	Dec.	730	141	19.4	+ 6	+28	660	[7] 700
Iran	673	116	17.2	Nov.	788	144	18.3	+29	+30	199	236
Chile	609	222	36.5	Sept.	405	152	37.6	− 4	− 2	89	137
Colombia	586	284	48.4	Nov.	418	200	47.9	−20	−22	124	130
Peru	580	236	40.7	Dec.	730	290	39.8	+26	+23	160	175
Turkey	538	156	29.0	Dec.	577	171	29.7	+ 7	+10	144	141
Taiwan	428	139	32.5	Oct.	449	141	31.5	+40	+35	297	300
Korea, Rep.	404	202	50.0	Dec.	450	182	40.5	+11	−10	136	146
Viet-Nam, Rep.	298	126	42.4	Sept.	258	123	47.5	+18	+36	141	178
Libya	292	68	23.2	June	144	24	16.4	+ 9	− 8	172	245
Congo (Leopoldville)	285	68	23.8	Mar.	74	16	21.8	− 6	−37	[2]	[2]
Jamaica	282	87	30.9	Nov.	268	83	30.8	+ 5	+ 5	97	96
Guatemala	202	90	44.5	June	108	45	41.7	+14	+ 7	60	68
Panama	198	85	43.1	....	.....	....	....	....	....	19	[8] 27
El Salvador	191	66	34.8	June	96	31	32.7	+19	+15	53	56

[3] End of November.

[4] Includes Singapore, which became independent on August 9, 1965, and Malaya; excludes Sabah and Sarawak.

[5] Malaya only.

[6] End of March.

[7] End of June.

[8] End of September.

Source: Official trade statistics of listed countries.
International Monetary Fund, International Financial Statistics.

ENTHUSIASTIC RESPONSE TO EXPORT SEMINAR sponsored for fifth year by the International Trade Club of Chicago is indicated in this student body scene. The seven-week "how to do it" series drew 138 registrants, and 110 are expected to receive completion certificates. The students came from 87 Chicago area firms. Dr. James A. Hart, dean of the De Paul University College of Commerce, moderated the session, taught by 14 Trade Specialists.

Assess future of petrochemicals in payments balance

Say oil import easing can help U.S. position

The U.S. balance of payments problem is set against the future of the American petrochemical industry in a study just completed by the research firm of Arthur D. Little, Inc.

The study explored the implications of various levels of imported feedstocks used by petrochemical companies. Such feedstocks are now under a Federal quota. The study was made at the request of the Dow Chemical and Monsanto companies.

It reached these conclusions:

- Unless the U.S. petrochemical industry has access to key raw materials at world prices, its competitive position will be impaired over the next ten years. Technical developments have made naphtha a key feedstock for petrochemical plants of the future, and already more than a half-dozen major petrochemical complexes so designed are under way in Europe.

If U.S. government policy does not permit the importation of feedstocks at world prices, it is foreseen that the next 10 to 15 years will see a shift in the orientation of the organic chemical industry away from the United States to Europe and Japan. This points toward heavy U.S. petrochemical investment abroad.

The current 10% quota will have little effect on the long-range investment plans of major U.S. petrochemical producers, and without increased quotas steady deterioration of the U.S. export capability and a rapid increase in imports relative to exports is predicted.

- The U.S. balance of payments in petrochemicals will be favorably affected by the availability of substantial naphtha quotas in the range of 50-100% of feedstock requirements. Making substantial quantities of feedstocks available at world prices to domestic petrochemical operations will restore the competitive advantage enjoyed by the U.S. petrochemical companies during the late 1950's and early 1960s. These quotas will reestablish the U.S. plants as important competitors for future exports to world markets.

- The full extent of the impact of increased naphtha quotas is open to considerable speculation and will vary depending on the assumptions made regarding the relative growth of exports, imports and overseas investment.

Little's analysis indicates that by increasing the quota from 10% to 100%, a difference of $400-600 million in the U.S. petrochemical balance of payments can be anticipated by 1970; by 1975 this could increase to between $800 million and $1 billion annually. This does not include the cost of importing the required naphtha, which it is estimated will be about $350 million per year by 1975.

Tourist promotion trade mission to visit Europe

A tourist promotion trade mission will visit six principal European cities between April 26 and May 12.

In announcing its formation, Secretary John T. Connor said: "The purpose of this mission will be to encourage more Europeans to visit the United States. It will also seek to assure overseas visitors of the hospitality which American cities are anxious to extend to them."

The mission, sponsored jointly by the U.S. Travel Service, a Commerce Department agency, the National League of Cities and the City of Detroit, will be under the leadership of Jerome P. Cavanagh, Mayor of Detroit. Mayor Cavanagh, who is president of the National League of Cities, will describe the programs which Detroit and other U.S. cities have developed for the enjoyment of overseas visitors.

The delegation will visit Rome, Paris, Amsterdam, Stockholm, Berlin and London. In each city, the mission will meet with European travel writers, travel agents, tour directors and Government officials. U.S. Travel Service regional directors in the areas to be visited are handling local arrangements, according to John Black, Travel Service director.

Optical company's Far East activity opening up market

The American Optical Co. of Southbridge, Mass., which has been active in the Far East market for a number of years, says more Asians are wearing eyeglasses made by them than ever before.

Their products, including eyeglasses, ophthalmic lenses, sunglasses, scientific instruments, optical machinery and industrial safety products, attracted large crowds at the Bangkok Trade Center earlier this year.

The exhibit, handled by AO Far Eastern Regional Sales Manager William Zell and Far Eastern Marketing Director Dr. Tom Matsuura, was attended by Thai ophthalmologists, optometrists, opticians and members of the nation's scientific and industrial communities. It proved to be a good example of how trade centers may be used between regularly scheduled shows.

THAIS BY THE HUNDREDS came to the Bangkok Trade Center to see American Optical's exhibit. A major attraction was the fully operable prescription laboratory, where lenses were edged to fit frames.

Malaysia's first international trade fair to be held in fall

The Malaysian Agri-Horticultural Association Committee is planning an International Trade Exhibition, the country's first, in Kuala Lumpur Oct. 28-Nov. 13.

It will be held at the MAHA show grounds. The Ministry of External Affairs has invited foreign manufacturers and firms with long-established trade ties in Malaysia or those interested in breaking into the market.

Write: Tunku Mohamed bin Tunku Besar Burhanuddin, Chairman, International Trade Exhibition, Establishment Office Malaysia, Kuala Lumpur, or to Enche Soon Cheng Hor, Director of Information Services, Jalan Mountbatten, Kuala Lumpur.

CIVIL DEFENSE FAIR

The International Fair on Civil Defense Equipment will be held in Cologne, Germany, June 3-11, 1967. **Write:** Federal Office for Civil Defense in Bad Godesberg, Deutschherrenstrasse 93, West Germany.

Gains in attendance, sales noted at Boat Show in Genoa

The 1966 Genoa, Italy, Boat Show reflected the general improvement in the Italian economy by registering substantial gains over last year's show in attendance, sales and number of exhibitors.

While the larger luxury yachts attracted much attention at the Feb. 5-15 show numerous exhibitors featured plastic-hulled and other comparatively inexpensive vessels of broader appeal.

Fair officials said sales figures exceeded those of last year by 35%. Builders of luxury class boats reportedly were accepting orders only for 1967 and beyond. Sales in this category of more than one billion lire ($1.6 million) were announced. More than 1,000 smaller craft were sold at the show.

The 52 American companies in the show were represented by Italian and other European agents. Six makes of U.S. marine engines were exhibited: Johnson, Mercury, Chrysler, Caterpillar, GM Diesel and Evinrude.

Attendance was estimated at 250,000, compared with 150,000 in 1965.

U.S. participation sought in Tokyo engineering show

American companies have been invited to participate in the Plant Engineering and Maintenance Show, to be held Oct. 10-15 in Tokyo.

The show, sponsored by the Japan Management Association, follows the pattern of the National Plant Engineering and Maintenance Show arranged by Clapp & Poliak of New York.

Clapp & Poliak, under contract with the Japan Management Association, arranged the participation of three American firms in the 1964 show in Tokyo and is instrumental in U.S. activities for this year's fair.

Write: Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y. 10017.

Leading Rome newspaper honors Milan Trade Center

The U.S. Trade Center in Milan has been selected as 1966 recipient of a prominent Rome daily newspaper's "Targa d'Oro" (Golden Plaque).

The newspaper, *Il Tempo,* awards the plaque annually to an Italian or foreign organization for distinguished work in industry, commerce, journalism or cultural affairs. Senator Renato Angiolillo will present the award May 26 in Milan to Trade Center Director Martin Stahl.

BEDSPREAD SHOWING

Large crowds stopped continually to window-shop at the Milan Trade Center Feb. 27-March 3 when Max Rawicz Designs of California staged a solo exhibit of bedspreads. Rawicz reported immediate sales of $4,000 and estimated a total of $75,000 for the next 12 months. He signed contracts with three large chain department stores for certain patterns.

Italians in Bari area have more pocket money; Levant Fair approaching

Increasing industrial activity in the Bari, Italy, area, added to higher personal income for the people, make the Levant Fair next fall a prime drawing card for U.S. manufacturers.

The fair, to be held Sept. 7-20, will center on the following categories: agricultural equipment, capital goods and machinery, furniture and clothing.

Dr. Giuseppe Giacovelli, Secretary General of the Levant Fair, said recently 30 nations other than Italy have signed up for nationally sponsored exhibits in the Gallery of Nations and that ten to 15 more may enter.

A new building, the Pavilion for Cold Storage Equipment, is being built and will be ready for occupancy by fairtime. Reportedly consisting of some 2,000 square meters, it will house a full range of exhibits of refrigeration and deep freeze equipment from the smallest household models to complete industrial layouts for fish, meat, fruit and vegetable processing and storage.

Write: Ente Autonomo Fiera del Levante, Bari, Italy.

Stockholm Technical Fair to feature building materials

Building materials and the building industry, with emphasis on prefabrication, will be the main theme of the 1967 Stockholm Technical Fair, to be held Oct. 12-18.

This highly regarded international event draws participants and visitors mainly from Scandinavia and Western Europe. Eastern European and U.S. businessmen have shown more interest in recent years.

The 1967 show will be held two weeks later than the usual time because Sweden will switch to right-hand traffic that autumn.

Write: Bengt R. Hult, Director, Stockholm Technical Fair, Storangsvagen 18, Stockholm No., Sweden.

LJUBLJANA ELECTRONICS FAIR

The 13th International Ljubljana Electronics Fair, to be held Oct. 4-9, will feature exhibits in electronics, telecommunications, automation, nucleonics, techniques of measuring components, and various mechanisms and materials for the electronics industry production. **Write:** Foire de Ljubljana, Ljubljana, Titova 50, Yugoslavia.

Finds distributor

Kota Division of Dura Corp., Vermillion, S.D., has appointed a distributor to handle its products in Thailand as an aftermath to a U.S. Department of Commerce Sample Display Service exhibit in Bangkok.

The distributor's initial task will be to conclude the sale of the company's display item, an electric-powered steam cleaner.

The Sample Display Service is offered by the Commerce Department's Bureau of International Commerce in Bangkok, Thailand; Beirut, Lebanon; Nairobi, Kenya; and Manila, the Philippines. The service provides for display of U.S. products and descriptive literature without charge for 30 days.

Japan found good market for air-conditioning units

Three American manufacturers of air-conditioners found out earlier this year that it pays to use the Tokyo Trade Center for private showings when there is a break between regularly scheduled shows.

Tsunashima Shoten, importing agents for the General Electric and Admiral lines of air-conditioning equipment, introduced the 1966 models March 28-30 and reported $110,000 in direct sales. A total of 2,156 visitors attended. Yutaka Hirano, managing director for Tsunashima Shoten, predicted 20,000 unit sales of the 1966 line would be made.

A private exhibit Feb. 21-23 by Fedders resulted in $50,000 in actual sales, with an estimated 12-month total of $1 million. The firm exhibited 24 window-type and eight central air-conditioners.

Space exploration meeting to take place in Rome

U.S. manufacturers concerned with space exploration will have an opportunity in Rome, Italy, June 20-22 to show their products and give scientists the chance to meet and discuss the latest findings in this field.

Occasion will be the 6th Technical and Scientific meeting. Purpose of the event is to give the general public a clear picture of progress achieved in electronics, nuclear energy, and space techniques.

Write: Rassegna Internazionale Elettronica Nucleare e Teleradiocinematografica, Via Crescenzio n.9, Rome, Italy.

Design Center in Austria to display industrial goods

The Austrian Design Center, a joint venture of the Austrian Institute for Product Design and the Austrian Building Center, plans to exhibit industrial products outstanding in design, practicability and quality.

Exhibits of Austrian products will be supplemented by collective and individual displays from other countries. **Write:** Zentrum Produktform in Oesterreichischen Bauzentrum, Palais Liechtenstein, A-1090, Vienna, Austria.

Market for American toys on upswing in Australia

The satisfaction and enthusiasm shown by Australian firms handling American toys indicates sales in this field can increase, especially for hobby kits and educational toys.

The Consulate General in Sydney reports it has received more inquiries about slot cars, for example, than about any other products. Many of the letters came from individuals who enjoy the cars as a hobby.

The Australian British Trade Association, which sponsored the first Sydney International Toy Fair March 14-18, said it is considering the possibility of throwing open future fairs to all toy firms, whether or not they handle British products.

World Trade Week set May 1-7 in Vancouver

The Vancouver, British Columbia, Board of Trade will sponsor a World Trade Week May 1-7 to draw attention to trade opportunities in this area.

Board officials said they are eager to assist businessmen around the world in this market, whether buyers or sellers.

Several special events are planned, including a world trade luncheon May 2, honoring business visitors to Canada, and a possible tour of Vancouver's expanding harbor facilities.

Write: A. E. Scoten, Secretary, World Trade Committee, Vancouver Board of Trade, Vancouver, British Columbia.

POSTPONEMENT

The Paper and Film Conversion Equipment Exhibition, originally scheduled for July 12-22 at the Trade Center in Tokyo, has been postponed. Exact dates will be announced later.

Wait-and-see attitude prevails in Guatemalan business community

Activity in first half of year may lag below 1965 levels; but after Government transition, if coffee and cotton prices remain favorable, trade volume is expected to strengthen

By JAMES MAISH, JR.
Commercial Attache
U.S. Embassy, Guatemala City

Almost every sector of Guatemala's economy in 1965 showed a favorable growth rate, reflecting the upswing which began early in 1963. An estimated increase in real gross national product of more than 5% was registered in 1965.

Economic prospects for 1966, however, must be assessed in light of certain factors which may bring a degree of slowdown. In 1965 the country ran a serious trade deficit, and any corrective action taken is likely to be directed against consumer goods, and particularly luxury imports.

Sales this year have been less than normal due to the political pressures which develop in an election year and which have given rise to a wait-and-see attitude among many of the business community. Once the transition of Government has been achieved, however, and assuming that coffee and cotton prices remain favorable, the volume of domestic and foreign trade is expected to strengthen.

Decline anticipated

Although the economic recuperation which began the first half of 1963 continued through 1965 at a very satisfactory rate, a possible decline is anticipated in 1966—due in part to pressure of political developments. Election of a new national president was of prime concern throughout the first quarter of this year, for the Guatemalan public; and as final determination of the president-elect will not be made until May by the National Congress, and inauguration will not take place until July, business activity throughout the entire first half of the year may well lag below the favorable levels of 1965.

Reflecting a wait-and-see attitude on the part of the business community, collections on accounts receivable have been reported as extremely slow, thus depriving some importer-distributors of funds for re-orders.

U.S. exports to Guatemala which have been increasing in volume—though not commensurate with the general rate in the rise of total imports—will be affected adversely. As total imports are expected to decrease as well, it is anticipated that the United States will be able to maintain its share of the market.

Another factor which may adversely affect 1966 imports is that numerous manufacturers in this country stockpiled raw materials in the latter part of 1965, contributing to the heavier than usual imports last year. A tightening of internal consumer credit also is restricting import transactions.

The political atmosphere does not appear to have had as much depressing effect on agricultural and industrial activity, both of which are expected to increase in 1966. Growth in industrial activity stems from increased regional—Central American Common Market—demand for Guatemalan products. Other favorable factors have been an increase in construction activity in the private sector, and the natural slow-but-steady growth of local demand for manufactured consumer goods.

GNP growth rate slows

Guatemala's GNP in 1965 increased about 5.5% over the previous year as compared to almost a 7% growth in 1964. The increase for 1966 is expected to be at slightly lower rate than in 1964 and 1965. Last year, commerce increased its contribution to the GNP by about 5%. Production of agricultural and industrial goods is expected to increase trade activity in 1966 by roughly 4.5%. Improvement in the industrial sector is forecast at about 3.5%.

Investment in industry, however, could be accelerated by more positive Government encouragement. A consensus exists that Government policies vis-a-vis industrial development need to be clarified, and that the administration of an industrial development program needs to be more efficient to be effective. There are hopeful signs that Government processing of applications for special status under the country's laws to encourage new industry is becoming more efficient. This, in turn, is expected to result in the approval of an increased number of new industry applications in 1966.

A significant industrial project on which preparatory work is being done at this time is being undertaken by the Guatemalan subsidiary of the International Nickel Co. The project may result in a foreign investment totaling between

AN EXCELLENT MARKET IN GUATEMALA is probable for sawmill equipment, as the nation's vast timber resources are developed. Below, an AID technician watches a trainee sharpen the teeth of a large saw.

THE OUTLOOK FOR SALES OF U.S. MACHINERY AND EQUIPMENT IN GUATEMALA IS GOOD, and this country is expected to retain its 44% share of the import market. U.S.-made metal working machinery, such as that above, is highly regarded by Guatemalans, who have long been users of American goods.

$50 and $75 million to exploit large deposits of ferronickel ore on the shore of Lake Izabal. The outlook for the sale of U.S. machinery and equipment for this project is promising.

Guatemala's trade balance in 1965 (preliminary figures) registered a significant deficit. Calculations of imports (f.o.b.) amounted to $221.9 million and exports, $179.5 million. Most significant import increases were in industrial raw materials.

U.S. share steady

The U.S. share of the market, which in 1965 was about 44%, is expected to remain in almost the same position in 1966. U.S. exports to Guatemala in 1965 totaled about $96 million.

Although Guatemalan exports (f.o.b.) in 1965 increased by about 8.7% in relation to 1964, they did not keep pace with the surge in imports. Exports of bananas and sugar declined significantly; but exports of fresh fruits, vegetables and manufactures to the CACM were up $7 million—from $29.4 million in 1964 to $36.4 million in 1965.

With CACM trade providing an essential stimulus to Guatemala's export trade—and if the economic caution of the first six months plus possible restrictive Government measures depress imports significantly—the country's trade balance in 1966 could be somewhat improved from 1965.

A leading distributor of heavy electrical equipment reports for 1965 a substantial improvement in the competitive position of the United States for the sale of this equipment in Guatemala—which, however, was in part offset by critical delays in delivery resulting from plant or dock strikes in the United States.

He predicts that sales in 1966 will not equal 1965 levels due to a slow-up of purchasing by the Instituto Nacional de Electrificacion (INDE), the semi-autonomous Government agency in charge of development of power resources.

Sales of household appliances in 1966 will be extremely slow. The political atmosphere of the first six months has had an adverse effect on sales, and particularly on collections. Large appliances are sold on installment contracts of from 12 to 20 months. Payments so far this year have been extremely slow. No great improvement is foreseen until early 1967.

Manufacture of electrical household appliances in the CACM has had little or no adverse effect on imports. Competition from other distributors is keen. Distributors whose suppliers extend most favorable credit terms are the ones who can compete with greatest success.

Food, related products

High protective tariffs on imported foodstuffs are causing a growing number of U.S. manufacturers to consider joint ventures in this country. Guatemala offers good opportunities because of favorable growing conditions for many varieties of vegetables and fruits for both regional consumption and for export beyond the CACM.

Despite high duties and resultant high shelf prices, U.S. products will continue to be imported this year at about the same levels as in 1965. Two food chains—La Sevillana and La Puerta del Sol—with a total of five outlets enjoy a sophisticated clientele that demands imported foodstuffs. These apparently offer local distributors a better profit margin than do the locally produced items.

Production of textiles in the CACM is on an upswing. The larger Guatemala City stores which cater to middle and upper class customers, however, stock imported fabrics chiefly. The merchandise manager of a leading Guatemalan outlet predicts that imports of fabrics in 1966 will increase notwithstanding increased fabric production within the CACM.

Sales of automotive units during 1966 will not equal the levels registered in 1965 but, generally, local distributors appear content with volume of sales so far, considering the general business decline brought about by political activity. Parts and accessories are being imported in quantities reportedly above those of 1965.

Heavy machinery

Because of sales of heavy machinery to the Government of Guatemala for construction of basic economic facilities, local distributors this year report a satisfactory volume of trade. They are quick to add, however, that sales to private contractors have been slow and are not expected to improve until after July. Should the International Nickel project proceed on schedule, significant sales of U.S. machinery may be consummated.

As agricultural activity is continuing at a normal pace, sales of farm machinery and equipment are expected to be at about the same level as 1965.

U.S. wheel-type tractors of the smaller and more popular sizes still are not able to compete in price with those of European manufacture. In the heavier type tractors, an important local distributor feels that U.S. suppliers might be able to scale prices by eliminating some frills, for example, upholstered seats. The tractor buyer in Guatemala customarily is not the driver.

Production of agricultural chemicals in the CACM reportedly is on the rise. There are at least five important formulators in Guatemala alone. This in turn can be translated into a need for automatic filling, labeling, and packaging equipment. While solvents and emulsi-

fiers to a large extent are being purchased within the CACM, basic chemicals still need to be imported. Requirements for these chemicals vary because formulations need to be changed almost every year. Bug resistance which is developed to certain insecticides requires these changes.

The outlook for sales of chemicals in 1966 is good. Availability of credit, depending upon collection experiences, will influence volume of sales. There are signs that vendors prefer to sell less in 1966, but on a cash or more favorable credit terms basis. Chemical companies in Guatemala have formed an association, the Gremial de Proveedores de Productos para la Agricultura, to safeguard their interests on credit transactions.

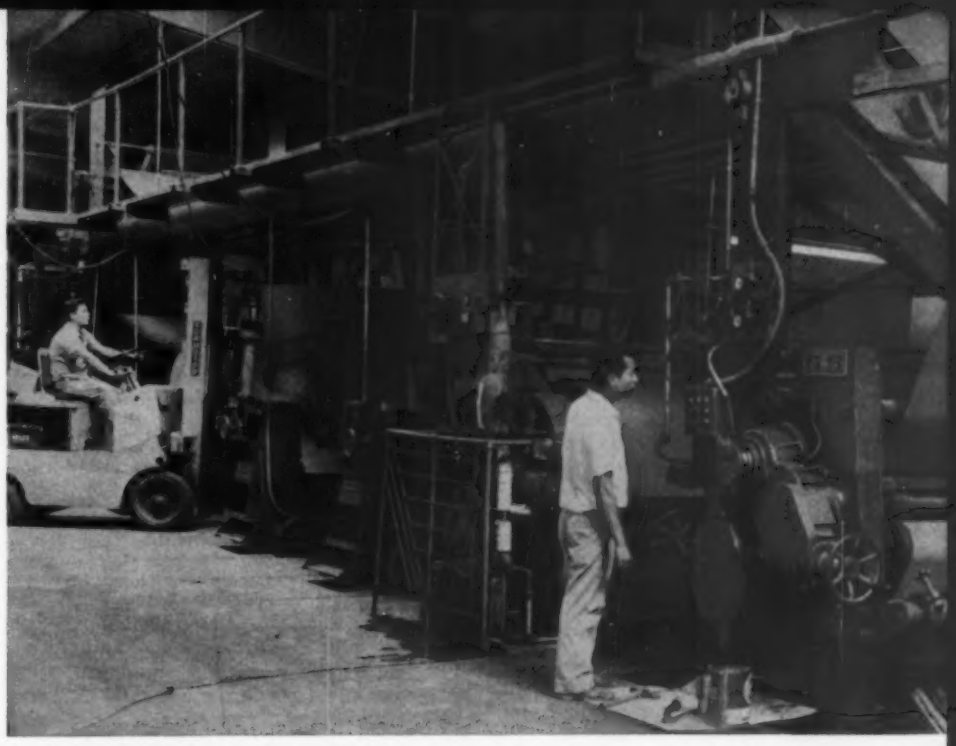
Heaviest petroleum imports are in reconstituted crude oil for the two refineries currently operating in Guatemala. In 1965 they imported roughly 3.9 million barrels (42 U.S. gallons). Other petroleum products imported in significant quantities are aviation gasoline, solvents, asphalts, lubricating oils and greases. The U.S. share of this trade is chiefly in the fine lubricating oils, paraffin, petroleum jellies, and fuel additives. Consumption of petroleum products in 1966 is forecast at about 7% above the level registered in 1965.

Machine tools

"Sales of machine tools from the United States will be about the same as 1965, provided suppliers can offer reasonably good delivery promises." This statement was made by an important distributor of machine tools in Guatemala City. Unusually heavy commitments on some U.S. factories this year have caused their delivery schedules to deteriorate considerably. Unless this situation is contained some gains made in the diversion of trade for former European sources to U.S. suppliers may be lost.

One large industry under construction in Guatemala, the Industria Centroamericana de Vidrios, reportedly preferred U.S. metalworking machinery but delivery promises were so unfavorable that it placed orders with European suppliers instead.

As government and private construction activity in 1966 is expected to be maintained at a favorable level, sales of construction equipment likewise will be good. Local distributors appear to be satisfied with sales volume so far this year, but apparently are apprehensive that collections on outstanding accounts will be slower than usual, thus depriving them of funds for placing new orders for goods.



U.S. MADE MACHINES AT WORK in a corrugated cardboard carton factory in San Salvador. The U.S. regained its former 35% of the Salvadoran market in 1965 and should do even better in 1966.

Chances good for increased sales of U.S. products in El Salvador; import of durables encouraged

Opportunities promising this year for agricultural, industrial, transportation machinery; European, Japanese competition strong in sales of automotive equipment

By MELVILLE A. SHAW
Commercial Attache
U.S. Embassy, San Salvador

U.S. sales to El Salvador should increase in 1966, both in absolute terms and in percent. The U.S. share of the market was 35% in 1963 and 1964, but dropped to 33% in the first half of 1965. Sales at the U.S. pavilion of the El Salvador International Fair last November are expected to restore the U.S. share to 35%.

El Salvador has an imbalance on trade account, and for over a year has been importing more goods than it exports. For this reason credit controls were imposed in 1965, decreasing the amount of luxury and consumer goods imported. Importation of durables such as agricultural equipment and industrial machinery is being encouraged.

Despite a business boom which has run since the end of 1962, there are those in El Salvador who believe that the outlook for the immediate future is not promising. These predictions are based on difficulties being experienced by the cotton growers who have had crop failures due to drought, insect plagues, and excessive plantings on marginal land. As a result a smaller cotton crop may reduce 1966 foreign exchange earnings as much as $10 to $14 million.

Sales opportunities in 1966 should be

good for agricultural machinery, automotive and transportation equipment, and industrial machinery. Cotton farmers probably will reduce their purchases of large farm tractors, but small tractors, cultivators, agricultural handtools, forage dryers, corn mills, and corn handling equipment offer interesting opportunities. Likewise, equipment for cattle raising and fertilizing, small pumps, motors and generating sets, and irrigation equipment are likely to be needed.

Agricultural equipment sales at the U.S. pavilion, El Salvador International Fair, in November 1965 amply demonstrated the market potential. Spot sales during the fair amounted to more than $600,000 and the exhibitors estimated that their 1966 sales could amount to over $2.5 million.

Japanese and European competition is strong in the automotive and transportation equipment field. Nevertheless, the U.S. small 4-wheel drive vehicle is one of the largest sellers in the automotive line. U.S. compact cars are competitive in both style and quality.

Good distributors are needed to promote U.S. manufactures which are sought after but are thought to be more expensive than competing lines. Automobile manufacturers must see that they have the very best distributors and that they are responsive to needs, filling orders and answering correspondence promptly. A strong sales effort might reverse the trend from purchases of German, British, and Japanese automotive products.

International trucking improves

International trucking is becoming increasingly important in Central America. Until now, transport of goods from El Salvador to the other Central American Common Market (CACM) countries has been on a hit or miss basis. Trucks have been known to start a trip to Costa Rica with half a load, and being offered a full load enroute, leave the original shipment to be picked up at some indefinite time.

By the end of 1966 regular schedules and prompt delivery must be established. Additional trucks, a supply of parts, and proper maintenance are needed for this service. There is also a need for a good automotive school and truck-motor rebuilding shop. A corporation recently was formed to construct motor rebuilding facilities.

A large amount of U.S. industrial machinery will be purchased in the next 12 months through loans granted by the private development bank sponsored by the U.S. Agency for International Development. Although it is difficult to state just what will be needed, food processing machinery, packing equipment and metalworking machinery are likely prospects.

For information on new industrial projects, **write:** Salvadoran Industrial Development Institute (INSAFI), San Salvador, El Salvador, or its New York Office, Room 2016, 630 Fifth Ave., New York, N.Y. 20016.

U.S. exporters also should find opportunities for selling roadbuilding machinery; hospital, medical, and dental equipment; printing presses and graphic arts apparatus; restaurant, air conditioning, refrigeration; materials handling, water purification, and slaughterhouse equipment.

Modernization at hand

A large bonded public warehouse is to be constructed near the capital, San Salvador. Another interesting example of change in El Salvador is that only a year ago a milking machine equipment company could not locate a distributor. Yet, at the International Fair in November, an exhibitor sold several thousand dollars worth of milking machines and readily found a distributor for future sales.

U.S. manufacturers should not overlook the possibilities of joint ventures with Salvadoran businessmen for manufacture of products to supply the Central American Common Market. Many such ventures undertaken only two or three years ago are now showing considerable profit.

British mission will visit U.S. to seek licensing agreements

A British trade mission composed of executives of English industrial engineering firms will visit the United States next month.

Seeking licensing arrangements with U.S. companies for the manufacture of products in the United States and the United Kingdom, the mission plans to be in Chicago and New York May 7-15.

The group's itinerary and additional information are given under the column heading, Visiting Buyers and Officials, on page 35 of this issue of INTERNATIONAL COMMERCE.

FIBER PIPE

A French firm with 500 employees producing roofing and flooring felts and floor and wall coverings seeks a license to utilize a new process for the manufacture of pitch impregnated fiber pipe.

Write: Balatum S.A. Baisieux (Nord) France. WTD.

Domestic, foreign firms denied export privileges for auto shipment to Cuba

The Department of Commerce has applied new sanctions against a California transportation equipment firm, two of its officials and two foreign parties whose export privileges had been suspended in a case involving illegal shipment of U.S. transportation and automotive equipment and spare parts to Cuba.

The U.S. parties, who will continue to be denied export privileges until next December 1, are Illman Jones, Inc., of Hayward, Cal.; Jimmy Lee Jones, the company president, and George H. Bailes Jr., general manager.

The foreign parties, who lose their export privileges for the duration of export controls, are Pierre Contresty, also known as Pierre Scott and Pierre Ernest, who has addresses in several European countries, and Johannes Hendrikus Vos, who does business as Handelsonderneming J. H. Vos in Dordrecht, The Netherlands.

The case originated in 1963 when the parties conspired to export substantial quantities of transportation and automotive equipment from the U.S. to Cuba, via European ports. A $1,500 shipment of parts got through and a $9,600 shipment was seized on the docks in New York. Discovery of the scheme prevented the export of more than $250,000 worth of equipment to Cuba.

PLASTIC PRODUCTS

A French manufacturer and wholesaler of plastic products seeks a licensing arrangement with a U.S. company to make rubber and plastic molded articles through injection molding and other processes. The French firm also imports and exports plastic and rubber waste material.

Reportedly, the company does an annual volume of about $43 million and employs 5 traveling salesmen.

Write: Societe Generale de Caoutchouc et Plastique (SOGECAP), 13 rue du Docteur Nivet, 63-Clermont-Ferrand, France. WTD.

MACHINE TOOLS

An Australian manufacturer and reconditioner of machine tools and producer of precision engineering products seeks a licensing arrangement with a U.S. firm to make universal, cylindrical and surface grinders, pneumatic and hydraulic presses, and automatic copy and turret lathes.

Write: L. B. Stockdale Pty. Ltd., 53-55 Myrtle St., Glen Waverley, Victoria, Australia. WTD.

Import liberalizations dealt temporary setback in Pakistan by revised policy

'Free List' of commodities importable without license reduced in number from 56 to 31; Open General List cut down to ten items

Import liberalization in Pakistan has been dealt a temporary setback in the revised import licensing policy for the second half of Pakistan's current fiscal year, which ends June 30.

The licensing policy issued in July 1965 (see INTERNATIONAL COMMERCE, Aug. 23, 1965, p. 25), which had been intended to cover the full fiscal year, had extended and strengthened Pakistan's import liberalization program. Subsequently, however, Pakistan's foreign exchange position deteriorated as the result of postponement of international aid commitments and the hostilities with India. This development is reflected in substantially tighter import restrictions in the revised licensing policy for January-June. (Pakistan's licensing system is described in detail in Overseas Business Report 65-31, "Foreign Trade Regulations of Pakistan.")

Reduced to 31

The "Free List" of commodities importable without an import license, which numbered 56 items in the July 1965 policy, is reduced in the revised policy to the following 31 items:

Iron and steel; non-ferrous metals and ferro-alloys; tools and workshop equipment; technical and scientific books; technical and scientific journals and magazines; fire bricks; soda ash; chemicals; raw materials of life saving drugs, allopathic; coaltar dyes; dying and tanning substances; gas and carbon black; laboratory glassware; raw materials for electric bulbs, except lampshells; raw material for flourescent tubes; electric insulating material; coal, other than for domestic use; packing for engines and boilers; maintenance spares, packing for engines and boilers for all industries (excluding jute industry) and components, including other items for assembly/manufacture of electric meters, motors, transformers, and switch gear; carbon black; marine diesel engines; linseed oil (other than raw); pigments and dry colors; lithopone; barytes (snow white grade only); plumbago and graphite; X-ray films and plates; raw rubber; scientific and surgical instruments, apparatus, and appliances made of rubber, including contraceptives; nylon twine; and sizing materials (excluding tallow, sago flour, glue, gum and resins, stearine and wax and maize starch, but including fluorspar, feldspar, bleaching earths and magnesia compositions).

Procurement of certain "Free List" items is allowed only from prescribed sources against loan funds or barter agreements, as follows: aluminum ingots, copper rods, and nylon twine (Canadian aid only); mercury (Turkey only); tools and workshop equipment and marine diesel engines (USSR, Bulgaria, and Poland); dyes and chemicals (U. K., West Germany, Netherlands, Bulgaria, and Poland); raw rubber (Indonesia only); and coal (from Mainland China only).

Whereas certain iron and steel items were tied to U.S. aid under the July 1965 policy, all such imports under the revised policy will be financed from Pakistan's own resources. Letters of credit for iron and steel items will be subject to a "precheck" of prices to insure that imports are procured from the cheapest possible source.

The Open General License (OGL) List, formerly numbering 36 items, has been reduced to ten, with most of the 26 deleted items being moved to the Bonus Voucher list. The important category of "tools and workshop equipment," however, was shifted from OGL to the Free List, with procurement limited to Bulgaria, Poland, and the USSR.

Items remaining on OGL are: asphalt, pitch, and tar; allopathic drugs and medicines; homoeopathic and biochemic medicines; outboard engines; tractors (standarized makes only) and mechanical farming equipment; living plants; vegetable and flower seeds; milk food for infants, malted milk, ovaltine and milo; sago; and gelatine capsules.

The regular licensing list (i.e., permissible imports not on Free List or OGL) numbers 101 items as compared with 100 in the July 1965 policy. The composition of this list has been changed materially, however, to give it a stronger industrial bias.

The scope of industrial licensing has also been substantially reduced. A total of 75 industries (236 in the July 1965 policy) will be licensed at 100% of their entitlements, with the privilege of repeat licensing on production of a bill of entry for at least 75% of the value of the previous license. Seventy-three other industries (56 in the previous policy) will be licensed at specific percentages of their entitlements as determined by regional authorities.

New group established

The revised policy established a new group of 149 industries which are excluded from regular industrial licensing and must now obtain their raw materials requirements against bonus vouchers issued under the Export Bonus Scheme. These industries will be permitted to import up to 300% of their entitlements against surrender of bonus vouchers.

The export promotion features of previous import policies are retained. Exporting industries (except cotton and jute textiles and bidi) will continue to receive additional licenses for up to 50% of the f.o.b. value of their exports. These additional licenses may be used to import raw materials and/or machinery and equipment for balancing and modernization. In addition, OGL importers showing a sizeable export performance may receive licenses for up to 125% of the amount normally permissible.

Write: OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Two more states sign accord on investment disputes

During March 1966, the Convention on Settlement of Investment Disputes Between States and Nationals of Other States, submitted by the World Bank to governments in March 1966, was signed by Cyprus (March 9) and Greece (March 16). There are now 35 signatories to the Convention.

The Convention will come into force after ratification by 20 States. To date, the Convention has been ratified by Nigeria, Mauritania, Ivory Coast and the Central African Republic.

More powers given to Cartel Authority in West Germany

New Law also makes it easier to set up rationalization cartels

On Jan. 1, a new Law Against Restraints of Competition went into effect in the Federal Republic of Germany and West Berlin. It amends the law of the same name, often referred to as the German Cartel Law, which had been in effect since Jan. 1, 1958.

Of the substantive changes in the law, several will give the Cartel Authority more powers. On the other hand, the new law also will make it easier to establish so-called rationalization cartels. These are agreements under which each participant agrees, for example, to specialize in certain lines of production, leaving other lines to the other members, and perhaps at the same time combining such functions as sales or research.

Major changes

Specifically, these are the major changes:

Cartels for the purpose of rationalizing operations through specialization will be allowed as long as "substantial competition" remains and need only be reported in order to take effect.

Price-fixing procedures will be reformed. Manufacturers allowed to establish fixed-prices will have to disclose their channels of distribution and specify whom they will and won't supply. A fixed-prices register will be established, open to the public, to prevent illegal price discrimination.

Market-dominating enterprises will be more easily identified. The new law will allow the Cartel Authority to intervene whenever market-dominating enterprises "abuse" their position, but the law does not specify, as did the previous law, what constitutes an abuse.

Consolidations will be more closely controlled by broadening the reporting requirement. Previously only consolidations accounting for 20% of the market had to be reported to the Cartel Authority. Now consolidations must also be reported if the enterprises together employ 10,000 persons, have yearly sales of DM 50 million, or if their combined yearly balance sheet totals DM 1 billion. Consolidating companies will also have to disclose more details of their operations to the Cartel Authority.

The appeals section of the Cartel Authority will be abolished. This section heard appeals to decisions of the Authority, but in practice it was found that most appeals were taken to Federal and State courts.

The Cartel Authority will be able to impose administrative fines directly on violators. Previously it had to apply to local courts to impose the fines.

The act was published in the BUNDESGESETZBLATT, Part I, Number 2, pages 37-60, Jan. 8, 1966. A translation is being prepared and, when copies are available, a notice will appear in INTERNATIONAL COMMERCE.

Mexico requires registration by suppliers of goods, services to government agencies

U.S. firms not represented in that country must send application forms to Ministry of National Patrimony; law effective since Jan. 1

All suppliers of goods and services to government agencies and firms with state ownership must be registered with the Mexican Ministry of National Patrimony before purchase orders to them can be approved. This requirement was put into effect by the Law of Inspection of Acquisitions, published in *Diario Oficial* Dec. 30, 1965, and effective Jan. 1, 1966.

The Law stipulates that government agencies and firms may effect purchases only from registered suppliers and only after the respective purchase orders or contracts have been reviewed and approved by the Ministry of National Patrimony. In the case of goods to be imported, the orders must also be approved by the Committee on Public Sector Imports.

Must have proof

In order to register, suppliers or their representatives must submit documentary evidence that they are legally established to do business in Mexico, that they belong to a chamber of commerce or industry, that they are registered taxpayers and that they are affiliated with the Social Security Institute. They must apply in writing, indicating the products they wish to sell, together with price lists and specifications.

When the supplier requests registration as a representative of a producer or a dealer, either Mexican or foreign, he must submit documentary proof of his status as such, as well as proof that he has authority to contract and obligate himself in the name of his principal in all matters relating to purchase orders or contracts.

Since the Law does not provide for registration by foreign suppliers who have no representation in Mexico, the U.S. Embassy in Mexico discussed the matter with the Ministry of National Patrimony and learned that the following registration procedure would be followed for U.S. firms not represented there.

First, U.S. firms who sell to government agencies or firms should write to the Ministry of National Patrimony at the address shown below, requesting copies of registration form (S.P.N. 30120). The application forms should be completed in triplicate and returned to the Ministry together with a draft for $8. Spaces numbered 1 to 4, 8 to 10, 12 to 19, and 22 to 24, all numbers inclusive, need not be filled out. Three copies of the supplier's price lists, with the characteristics and quality specifications of the products, must accompany the completed forms. Each list must be authorized by the owner or a representative of the firm. Commodities, including agricultural products, purchased at world market prices are exempt from this provision.

The original of the approved registration form will be returned to the supplier with a registration number which should be cited in all future correspondence with Mexican government agencies or firms.

Write: Secretaria del Patrimonio Nacional, Direccion General de Inspeccion de Adquisiciones, Lafragua No. 3, 10° piso, Mexico 1, D.F., Mexico.

Information regarding the government agencies and firms affected by the above Law may be obtained from any Department of Commerce Field Office or from the American Republics Division, OIRE/BIC, Washington, D.C. 20230.

Radio, television announcers in Guatemala must be citizens

Effective April 15, any radio or television station must have at least 70% Guatemalan ownership, all announcers must be Guatemalan citizens, 95% of all radio commercials must be produced in there, and 50% of all television commercials must be locally produced.

The decree law also creates a Directorate General of Radio Broadcasting within the Ministry of Communications to exercise control over the technical regulations of the new radio communications law. Specifically, concessions can be granted for 25-year periods, shortwave cannot be used for commercial broadcasting, minimal power requirements for radio stations according to the size of the city are established, radio commercials may only be given 20 minutes per hour and the Government may use 30 minutes per week-day, and one hour on Sunday without charge.

A ten-day loan copy of Decree Law 433, of March 16, is available in Spanish from the Department of Commerce, American Republics Division, Washington, D.C. 20230.

Economic summary for Aden provides concise analysis

The economy of Aden (South Arabia) has undergone a significant change due to political ramifications of British policy in the region. A concise analysis of South Arabia's economy by sector, including data on petroleum production and private and governmental expenditures, is provided in a report prepared by the U.S. Consulate General in Aden.

A loan copy is available from the Near East-South Asia Division, OIRE, Bureau of International Commerce, Department of Commerce, Washington, D. C. 20230.

British committee reports on shipbuilding industry

A British Committee of Enquiry into the Shipbuilding Industry has found that the world market for merchant ships is growing with room for a profitable and expanding British industry providing it becomes fully competitive.

The Committee analyzed changes required in organization and management to enable the industry to become competitive.

The Committee recommended that indirect internal taxation should be rebated on all ships. This would mean extending the present export rebate scheme on ships to home owners. A limited program of financial assistance to the industry by the Government for reorganization was suggested.

Assistance proposed by the Committee includes payment of fees for consultants called in to examine possible grouping and reorganization schemes up to a total of $420,000; loans for various capital purposes necessitated by reorganization up to a total of $93 million; disturbance allowance to a total of $14 million; and shipbuilding credits to a total of $28 million a year for three years.

German foods will become more colorful

The German Government has revised its regulations regarding permitted food coloring additives. This amendment adjusts the German Coloring Additives Regulation to the requirements of the EEC Directive on Color Additives Used in Foods.

The amendment does not expand substantially the list of foods allowed for coloring, but a number of coloring substances, particularly red colors, have been added to the original German list of allowable coloring substances.

This amendment was published in the *Bundesgesetzblatt* Part I, No. 5, of January 29, pp. 74 ff. A loan copy of an informal English translation of the amendment is available from the European Division, BIC, U.S. Department of Commerce, Washington, D.C. 20230.

The WTIS report *Food Regulations of Fed. Rep. of Germany and West Berlin*, No. 61-12, March 1961, should be amended accordingly.

South Africa plans special attention to Durban area

According to planning authorities for the Natal province of South Africa, special attention will be given to the development of the Durban/Pietermaritzburg industrial area during 1966. Economic surveys of Natal Province and Industry in Pietermaritzburg, as well as a summary of current plans, are available on loan from the Africa Division, Bureau of International Commerce, Washington, D.C. 20230.

Nigeria announces tariff changes for 36 categories

Import duties raised on 28, reduced on eight; now in effect

Tariff changes which may have a significant impact on certain American exports to Nigeria have been announced by the Nigerian Government.

Effective March 27, import duties were raised on 28 categories of products and reduced on eight others. In addition, changes were effected in the excise tax rates of several domestically produced items.

Tariff revisions of primary importance to American exporters involve flour, tobacco and cigarettes. The new duty on flour (12 pounds, 10 shillings per ton or 25% ad valorem) is only half the former rate and should provide for a substantial increase in U.S. exports of flour to Nigeria since certain American brands have already gained good market acceptance there. This gain may be offset, however, by a decline in sales of American wheat to the local flour mill. At the same time, tobacco and cigarette duties were raised, tobacco to 20 shillings per pound and cigarettes to 60. Although sales of raw tobacco will probably not be affected, the higher duties may result in a drop in American cigarette exports to that market.

Nigerian import duty rates for specific items will be furnished on request by the Africa Division, OIRE, Bureau of International Commerce, Department of Commerce, Washington, D. C. 20230.

Philippines waives advance deposits on credit letters

The Philippine Central Bank has completely lifted previously required time deposits on letters of credit for imports. This decision is further evidence of the Central Bank's confidence in the stability of the peso, and the continued growth of the Philippines' international reserves.

These special time deposits required since 1962 currently total approximately 13 million pesos ($3.3 million). These funds will now become available to the import and banking sectors of the Philippine economy.

French firm wants to license U.S. manufacturers to produce its equipment and processes

Among improved devices are centrifugal casting equipment, calibrators, differential jack, transporter of liquid metal

A French manufacturing firm is seeking U.S. companies to produce capital equipment and utilize processes it has improved for use in its factories.

All of the equipment and processes reportedly are patented in the United States and have been designed to overcome inadequacies found in similar equipment and processes.

Licenses are available for centrifugal casting equipment; device for regulating working rates of machinery; two types of calibrating devices; devices for roller conveyor; overhead conveyor; differential jack; industrial packing material; improved type unions for plastic pipe; and a transporter of liquid metal.

For additional information and the name and address of the French manufacturer, **write:** Office of International Investment, BIC-874, Department of Commerce, Washington, D.C. 20230. Please refer to file number which accompanies each opportunity listed. Claims used in the following descriptions of the products and processes are those of the manufacturer.

Molten metal pourer

• An improved centrifugal casting apparatus which features the pouring of molten metal into two metal moulds for parts that do not have a continuous taper all through the length, such as removable engine sleeves, and various cylinders. In this process, the two half moulds are held tightly together by risers and levers which act on the outside lateral surfaces of the moulds. With the common centrifugal casting, the part must be cast to have a continuous taper throughout its length. It is often necessary to provide for large extra-thicknesses, involving heavy machining expenses. The licensor claims his process eliminates the need for this costly machining. File 1389.

• A device that permits, with the aid of a temporizer, selection of a working rate for putting a mechanism into periodic action, such as on presses having a friction clutch or claw clutch and other similar machines. One of the main problems with machines having a large flywheel is that the operator cannot generally follow the continuous rhythm of the machine, as he must have time to set the rough part before the tool slides down to the dead point. Thus, he must reduce the rate of the press and operate stroke by stroke.

This device permits preselection of a machine working rate—the operator's intervention being limited to starting and stopping the machine. Application of this principle is not limited to presses or shearing machines, but may be employed in combination with every mechanism or machine that has driving means based on the same principle. File 1390.

• A calibrating device able to measure bore diameters with great accuracy. The measurement is taken with the aid of two contacts diametrically opposed and emerging from the outer surface of a calibrating barrel. The barrel is split in such a way that it constitutes two elements, each having a contact and coupled by intermediary parts of a thinner section, giving a certain elasticity to the barrel in radial expansion and compression.

This distortion allows the barrel to be introduced into a bore having a diameter slightly smaller than the distance that normally separates the contact surfaces on the non-distorted barrel. An amplifying apparatus indicates the difference between this diameter and the standard distance. Such a device gives great calibrating accuracy, as it measures bore-diameter variations. File 1391.

Automatic calibration

• A device designed to automatically and permanently calibrate the surfaces of parts having grooves on tools with longitudinal displacements being machined. This calibrating device sweeps the entire length of the part and becomes eclipsed at the end of each back and forth motion of the machine table, to allow the piece to rotate. Means are provided for making sure that the contact between the calibrating points and the part is continuous and for amplifying the differences in size given by the device, and for making use of them in establishing automatic machining cycle. File 1392.

• An improvement for normal roller conveyors which overcomes inconveniences that arise when loads are stopped on the roller convevor. When a load is stopped, either the rollers continue to turn, which may cause damage to the surface of the load, or the rough surface of the load causes damage to the roller. The improvement sets out special washers at both ends of each roller in such a way that when a load stops on it, the friction is sufficient to stop the rollers involved

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-8620, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Rm. 6059B, Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing BIC-8630, Rm. 1520, Department of Commerce, Washington, D.C. 20230.

while the other non-loaded rollers can continue to turn under the action of the driving chain. Moreover, when a stopped load is removed from the conveyor, the rollers are free to start to turn again and drive other loads along the conveyor. File 1393.

• A differential jack to handle loads in workshops. It is not cumbersome. It is fed with compressed air through a fixed and single pipe, the control distributor of the jack close enough to the hook that it supports the load to be handled. The jack comprises three concentric capacities—the cylinder itself, a hollow piston rod, and an axial duct in the rod. The exterior capacity is constantly fed with compressed air on one side of the piston and is in communication with the intermediate capacity, while the axial duct that opens into the cylinder above the piston can be connected to the atmosphere or made to communicate with the intermediate capacity, according to the positions of a reversing device at the end of the piston rod linked to the load. Linking the axial duct with the atmosphere controls displacement of the piston in one direction by the escape of air on one side of the piston, while incoming compressed air directed toward this same side controls displacement in the opposite direction. File 1394.

• A way to avoid, when necessary, the pendular balancing of the load carriers of overhead conveyors. This pendular movement around an horizontal axis perpendicular to the conveyor describes curves in a vertical plane-rising or lowering. When one wants to do manual or automatic assembly operations on parts hanging from an overhead conveyor, the movement creates a serious inconvenience. It is desirable to stabilize the fixtures vertically, allowing them to rotate on a vertical axis.

This invention consists essentially of equipping the carriers with rollers or guide-blocks sliding on rails parallel to the running of the conveyor. The carriers are free to oscillate wherever it is necessary and particularly when changing levels. File 1395.

• An industrial packing material of mixed composition and form, designed mainly as an efficient seal where a rod or a piston slides in a cylinder containing a fluid under pressure—as in pumps, jacks, or similar units. It is particularly designed to resist very high pressures without distortion. The active part of this packing material, which is rendered insensitive as much as possible to compression while retaining the flexibility necessary to obtain good sealing, is made of rubber or similar elastic material vulcanized on a metallic frame to form a single unit. Different shapes of packing material are available for various uses. File 1396.

• An improved method for tightening unions commonly used for plastic pipes, making use of the properties of lip-shaped joints which enable perfect sealing without tightening the couplings excessively. This tightening can be done by hand. Tightness of the lips makes possible the dismantling and reassembling of the couplings as many times as necessary without deterioration of the quality of the union. Among advantages are elimination of all machining; elimination of risk of changes by atmospheric agents, dampness; long service life; easy assembly and dismantling; lower labor costs; light weight. File 1397.

• An apparatus that can be mounted on a lift truck to receive, transport and deliver liquid metal to all points and in all directions under conditions of speed and safety unknown until now. The distribution of liquid metal taken from the mouth of a furnace by an overhead crane is limited by the sweep of the hook and any delivery out of these limits necessitates maneuvers and transfers that are complicated, slow and often dangerous.

With this apparatus, the liquid metal can be taken from the mouth of the furnace regardless of height and accessibility since the apparatus adjusts to the desired height and will receive the metal from the right, left, front, or any angle. The liquid metal can be poured either into another furnace or directly into moulds or back into the main furnace to recuperate the unused metal. File 1398.

Joint venture sought for pumps and machine parts

An Istanbul importer of generators and pumps and manufacturer of machine spare parts seeks a joint venture with a U.S. firm to establish a plant for producing pumps and machine parts. Requested of a U.S. firm is financial participation and possibly technical assistance.

The Turkish businessman, established his company in 1946 and currently employs 11 persons. Manufacturing operations are located in a three story building in Istanbul.

Write: Racih Erksan, Tersane Caddesi 53, Karakoy, Istanbul, Turkey. WTD.

Manufacturer of eye washes seeks joint venture in Brazil

Organized in 1956, a Sao Paulo manufacturer of eye washes and ointments proposes a joint venture, preferably with a U.S. firm experienced in the industry. A majority interest is offered a U.S. investor and consideration would be given to proposal requiring complete acquisition.

The Brazilian firm is reported to be one of Brazil's leading laboratories specializing in the ophthalmological medicinals. It makes 31 ethical products, all sold through distribution of samples and literature to the medical profession and both private and government hospitals throughout the country.

U.S. firms interested in exploring this proposal are advised to familiarize themselves with Brazil's Foreign Investment Law covering the remittance of profits before contacting the Sao Paulo firm.

An English language copy is available at no charge by requesting "Brazilian Foreign Investment Law, Decree 55762" from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Write: Dr. Heitor Sarli, Caixa Postal 3672, Sao Paulo, Brazil.

Philippine iron ore deposits offer opportunity to U.S. firm

A mining concession on Luzon Island, reported to contain substantial reserves of iron ore, is offered for private U.S. capital participation in development and exploitation on a joint venture basis. Details of the arrangement are subject to negotiation.

The deposits are located in the Municipality of San Miguel, Province of Balacan, and are reportedly the property of a Filipino landowner. According to a survey made in 1956 by a Japanese geologist, the mining properties cover an area of about 84 acres with indicated probable reserves of nearly 600,000 tons and possible additional reserves of over 400,000 tons. Comparatively irregular and varied grades of the ore may average 55% to 58% Fe. The deposit consists mainly of magnetite and hematite and intrudes along a fissure in limestone.

Firms may obtain further details and a copy of the 1956 geological survey by **writing:** Francisco B. Concha, Kalamansig (Municipality), Catabato, Philippines.

Three new booklets give information on investment in Nepal

Publications describe industrial bank, laws, promotional activity

The Nepal Industrial Development Corporation has published three new booklets which may be of interest to U.S. firms seeking investment information on Nepal.

Investing in Nepal details the laws and regulations governing establishment of industries there. Included in the booklet are sections on governmental incentives, the current banking and credit situation, labor regulations and patent and trademark legislation.

Nepal Industrial Development Corporation—an Introduction outlines the nature and functions of the Government-owned industrial bank created to assist and encourage both foreign and private industrial investment in Nepal by providing medium and long-term financial assistance.

The Industrial Promotion and Productivity Centre (Pvt.) Ltd. describes a subsidiary of the Nepal Industrial Development Corporation, established to stimulate investment in Nepal. The Industrial Centre carries out a variety of promotional activities, conducts feasibility studies, collects and disseminates economic and industrial information and provides advice and training facilities to industry.

For additional information and copies of the publications, **write:** Industrial Promotion and Productivity Centre (Pvt.) Ltd., Juddha Sadak, Katmandu, Nepal.

Kiln-drying plant proposed by young firm in Thailand

A Bangkok firm, established in 1961 to export teak and yang wood to Europe, seeks a joint venture with a U.S. company to establish a plant for kiln drying lumber.

The Thai company states it has approximately $125,000 to invest in the proposed project. Asked of a U.S. company is an unspecified financial contribution, equipment and technical assistance. The Bangkok company states it would welcome equity participation by a U.S. partner in the venture, but would insist on a controlling interest in the new enterprise.

According to the Thai firm, it has been unable to supply foreign customers due to the limited availability of kiln-dried lumber in Thailand and believes the establishment of a kiln will enable it to serve both domestic and foreign markets.

Reportedly, the firm has received a concession, subject to government approval, permitting it to receive a reduction in import duties and taxes for a period of five years.

Write: Penkanaka Co., Ltd., 138 Soi Suksanti, Suriwongse Rd., Bangkok, Thailand. WTD.

Mexican drug manufacturer requests arrangement

A Mexican manufacturer of such pharmaceutical products as biologicals, antibiotics, vitamins and narcotic preparations, seeks an arrangement with a U.S. drug firm willing to provide technical assistance and know-how on a long term basis.

Reportedly, the Mexican firm has approximately 185 employees, including 19 traveling sales representatives and plans to move into a new plant in the near future. It markets its pharmaceuticals in Mexico and throughout Central America.

Write: Laboratorios Sophia, S.A., Calle Hidalgo 738, Guadalajara, Mexico. WTD.

COPYING MACHINES

A French firm specializing in the manufacture and sale of accounting machines and graphic arts equipment seeks U.S. licensing rights on electrostatic copying machines and wishes to distribute these machines in France and other Common Market countries. The firm presently imports office equipment from the U.S., Belgium and Japan and acts as distributor.

Write: Ateliers Bariquand & Marre, 79 Ave. Aristide Briand, Arcueil (Seine) France, or its representative in New York: Ferrex-Jahn, Inc., 95 Broad St., New York, N.Y. 10004. WTD.

ELECTRIC APPLIANCES

A French manufacturer of small electrical equipment and molded electrical fittings seeks to expand its operations by producing related electrical appliances under U.S. license.

Established in 1931, the French company reportedly employs 142 workers and maintains a well equipped plant.

Write: Maurice Monteux & Cie., 310 rue Francois-Perrin, Limoges, Haute-Vienne, France.

$16-million housing venture proposed by Ceylon company

A Colombo firm of chartered architects proposes a joint venture for a 10,000 unit pre-fab housing project. Estimated total cost is around $16 million, of which approximately $6.8 million is asked of a U.S. investor, primarily in the form of steel, cement, sanitary fittings and tiles. This investment would be spread over a three to four-year period.

According to the Colombo firm, a Ceylonese National Housing Authority should be created along with a Development Loan Fund based on subscriptions from both the private and public sectors. The Fund would provide capital for the Ceylonese contribution to the proposed project. As the housing units would be under government ownership, return on investment to the U.S. firm would be on a fixed fee basis, not on equity or a share of profits. Construction would be by tender to private contractors under plans and supervision of the National Housing authority.

The proposed project is still tentative as it has not yet received the active support of the Government of Ceylon. It is reported, however, that the country is in severe need of low-cost housing, 10,000 units representing only about two per cent of what is required.

Write: Selvaratnam and Monk, Chartered Architects, Chartered Bank Building, Queen St., Colombo 1, Ceylon. WTD.

Philippine firm seeks partner for marble venture

A recently organized mining association seeks a joint venture with a U.S. firm to help develop its marble quarry claims, reported to be valid for 25 years and renewable for a like period.

In addition to some financial support, the U.S. partners are asked to provide machinery and technical know-how.

Marble reserves in the quarrying area, after deducting the anticipated losses due to voids, breakages in quarrying and handling, have been estimated at 18.5 million meter-cube blocks.

A complete line of hauling, hoisting and road construction equipment is reportedly available to the mining company; however, quarrying equipment including drills and compressors is required.

Four color varieties of marble, white, light gray, grayish black and greenish have been found on the mineral property.

Write: A. D. Gamilla Mining Association, Bongabon, Nueva Ecija, Philippines. WTD.

World Trade Opportunities

Third phase of Iraq's Baghdad University open to tender registrations

Qualified bidders can get share of $11.9-million project; registration due by July 7

Iraq's Ministry of Works & Housing is inviting bids on tender No. 3, the third phase of its University of Baghdad project. Estimated cost is $11.9 million. The maximum completion time is expected to be in 1,200 days; the maintenance period is for one and a half years.

The third phase of the project involves site work and construction of these buildings: Auditorium, student center, academic electrical engineering group, academic process engineering group, academic power engineering group, design engineering group, classrooms west I and west II, and the President's house.

Eligibility requirements

In order to be eligible to participate in this project, the following conditions will prevail for bidding contractors and civil engineers:

- Registration of interest must be made by July 7, with a preliminary deposit or guarantee of $350,000 accompanying the bid, to the Directorate General of Buildings (Main Building Projects Section), Ministry of Works & Housing, Salhiya (opposite New Iraqi Museum), Baghdad, Iraq.

- Full offers must be submitted inclusive of all the main civil works, the mechanical, electrical and sanitary services, and all other works cited in the tender documents.

- Within two months after purchase date of tender documents, prospective bidders must notify the Directorate of their intent to participate in this tender.

- Only those with previous experience in work of the nature and size of this project should apply for the tender documents and drawings.

Sources for documents

Tender documents may be inspected or purchased for $846 per set (unrefundable) at these offices:

Directorate General of Buildings (Main Projects Section), Salhiya (opposite New Iraq Museum), Baghdad, Iraq;

Consulting Engineers, Messrs. Architects Collaborative International Ltd., Viale Gorizia 24/c, Rome, Italy;

Embassy of the Republic of Iraq in either Beirut, Cairo, London, Tokyo, or Belgrade.

A copy of the tender advertisement is available to firms located in the United States from the U.S. Department of Commerce, Building Materials & Construction Industries Division, BDSA-564, Washington, D.C. 20230. Telephone: 202-967-3601.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: 272-6331.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 305 Title Bldg., 2020 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 313 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2611, 911 Walnut St. Phone: Fitzhilin 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-3833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Stroms Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2301, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 South St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 3-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 725-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: 583-5615.

Adhesives of various types wanted by Iranian monopoly

The Iranian Tobacco Monopoly, Teheran, Iran is requesting bids on adhesives of various types and quantities.

Bid deadline is June 8.

The types of adhesives wanted and their quantities are these: Gum salicum pure dry powder—20,000 kilos; gum gloria—10,000 kilos; gum arabic—5,000 kilos; lentiform glue —15,000 kilos; cigarette filter tipping adhesive —7,000 kilos.

Copies of the tender and conditions are available on a loan basis to firms located in the United States from the U.S. Department of Commerce, Chemicals & Allied Products Division, BDSA-544, Washington, D.C. 20230. Telephone: 202-WO 7-2008.

Turkey invites bids on remote control equipment for stations

Turkey's State Railways Administration is requesting bids on the supply and installation of remote control equipment.

Items wanted are a remote control center, remote control stations to control transformer stations, switchgear facilities, and catenary feed stations for the Haydarpasa Adapazari railway line, to be electrified.

Bid deadline is May 23.

English translations of the specifications are available for $35 which includes airmail charges from: Modern Tercume Burosu, 20/7 Menekse Sokak, Kizilay Ankara, Turkey.

Manila needs variety of materials and equipment for port development jobs

The Office of the Secretary, Committee on Prequalification, Bidding & Award, Dept. of Public Works & Communications, 3rd Floor, Post Office Bldg., Manila, Republic of the Philippines, has issued two invitations for bids for the supply of materials and equipment for harbor development projects in the Port of Manila.

Only one bid shall be submitted by either the U.S. supplier or his Philippine representative, either in Washington, D.C., or in Manila. If bids are submitted by both parties and/or in both places, the bids will not be considered. All materials shall be of U.S. manufacture and origin, and shall be paid out of the dollar loan from the EXIM Bank.

Invitation No. EXIM-7-66 has a bid deadline of 10 a.m. May 31 in Washington, D.C. This invitation calls for prefabricated structural steel, including channels, I-beams, angles, plates, flat bars, bolts and nuts, sag rods, tension rods, and welding electrodes. Also included is 701,400 lbs. of aluminum ingots. This material is for the construction of 9 units of transit sheds, 100 ft. by 420 ft. at the Marginal Wharf of the International Port, North Harbor, as well as 4 units of 80 ft. by 440 ft. and 3 units 80 ft. by 380 ft. at Piers 3 and 15, South Harbor, Port of Manila.

Invitation No. EXIM-6-66, with a bid deadline of May 12 in Washington, D.C., covers 23 items of equipment, including: two 4-door automobiles; lathe machines with accessories and tools—2 of 24" swing x 12' bed and 1 with 10" swing x 4' bed; shaper machine; ⅝" capacity electric portable hand drill; 4 sets air impact wrenches with sets of sockets; stationary air compressor 140 C.F.M.; 12 units hydraulic jacks, 50- and 25-ton capacity; automatic welder; materials for fuel storage tanks; one diesel fuel truck; 1 grease, oil and water service truck; 4 general purpose service trucks for the transportation of construction materials (sand, gravel, rock fragments); pneumatic auger with set of bits; testing and sampling equipment for soils and aggregates; trailer mounted lubricator equipment; 6" capacity boring bar machine with accessories; steam cleaner; 8 units hydraulic floor jacks, 10- and 5-ton capacity; electric motor driven air compressor, 50 C.F.M.; anchor barge (work boat); fuel combination water barge; and one dredge elbow barge and one dredge landing barge.

Bids may be submitted to the address given in Manila, or to the DPWC Foreign Loan Office, Embassy of the Philippines, 1617 Massachusetts Ave. N.W., Washington, D.C. 20006. Specifications, terms and conditions may be obtained without charge by firms located in the United States from the DPWC Foreign Loan Office at the Washington address.

A single set of the documents is available for examination only in U.S. Department of Commerce, Rm. 4203, Trade Opportunities Staff, BDSA-624, Washington, D.C.

World Trade Opportunities Con't to page 36

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that tender documents, general conditions, specifications, drawings, or other additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6323. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

151 General building contractors

● **LIBYA**—Construction of bridge approx. 635 yd. long on the Wadi Reef. Tender No. 854, bid deadline 10 a.m. June 13. Project documents, specifications, general conditions, part of drawings available for $420 (not refundable) from the Roads Dept., Ministry of Communications, Tripoli. Bids must be accompanied by a guarantee of $140,000 which will be valid for 3 months only if submitted in one of these ways: a receipt issued by the Government Treasury; a guaranteed check from a bank in Libya; or a letter of guarantee issued by a bank in Libya. Upon award of contract bond of 10% of tender value will be required which will be returned after contract is finished. Submit bids to: President of Central Tender Board, Ministry of Finance, Government of the Kingdom of Libya, Tripoli, referencing "Wadi Kuf Bridge". Copy of tender announcement only is available.★ (Telephone: 202-967-3601).

161 Highways, street construction

● **LIBYA**—Widening approx. 178 miles of Benghazi-Derna Rd. Tender No. 853, bid deadline June 13. Documents, general conditions, specifications, some drawings available for $560 (non-refundable) from Roads Dept., Tripoli. Bids must be accompanied by a U.S. guarantee of $140,000 in the form of either a receipt, a guaranteed check or a guarantee letter valid for four months. Bids will be opened a half hour after the 10 o'clock a.m. deadline; bond of 10% of tender value will be required of the awarded bidder. Submit bids titled "Widening Benghazi-Derna Highway" to: President, Central Tender Board, Ministry of Finance, Government of the Kingdom of Libya, Tripoli. Copy of tender announcement only is available.★ (Telephone: 202-967-3601).

201 Meat products

AUSTRIA—Canned meat specialties. Direct purchase and agency. Battlehner, Fuchs & Co., Gesellschaft m.b.H. (importer, commission merchant, distributor), Elisabethstrasse 10, A-1010 Vienna. WTD 4/5/66.

202 Dairy products

AUSTRIA—Processed cheese, cheese foods, cheese spreads. Direct purchase and agency. Battlehner, Fuchs & Co., Gesellschaft m.b.H. (importer, commission merchant, distributor), Elisabethstrasse 10, A-1010 Vienna. WTD 4/5/66.

MALAWI—Butter, 50,000 lb. annually, wants c.i.f. price (Beira), samples. Price bracket up to $47 per 112 lb. Beira. Messrs. Kandodo Ltd. (department store), P.O. Box 549, Victoria Ave., Blantyre. WTD 12/11/64. (Retail subsidiary of Messrs. Bookers (Malawi) Ltd.).

203 Canning, preserving food

AUSTRALIA—Frozen seafood, all popular types. H. T. Carrick & Co. (commission merchant), 20 Burlington St., Crows Nest, N.S.W. WTD 3/30/66.

AUSTRIA—Canned and cured sea foods; canned specialties; dried and dehydrated fruits, vegetables, nuts, soup mixes; pickled fruits and vegetables; salad dressings, vegetable relishes, sauces, seasonings. Direct purchase and agency. Battlehner, Fuchs & Co., Gesellschaft m.b.H. (importer, commission merchant, distributor), Elisabethstrasse 10, A-1010 Vienna. WTD 4/5/66.

FRANCE—Pink salmon, canned, good quality; preferably in tin cans of 7¾ oz. each, net. Direct purchase and agency. Merle & Cie., S.A. (importer, wholesaler), 39 Rue de la Devise, 33 Bordeaux, Gironde. WTD 4/5/66.

GERMANY—Canned foodstuffs, all kinds: fruits, vegetables, meats, sausages, poultry; c.if. European ports. Heinr. Hill AG (retailer, wholesaler, importer), 41 Eickenerstrasse, 432 Hattingen-Ruhr. WTD 3/24/66.

MALAWI—Canned seafoods (need not be best brand): clams, salmon, tuna fish; fruits: pineapple, fruit salad, peaches, pears, apricots; juices: tomato, orange, grapefruit, pineapple; vegetables: asparagus. Fruits, juices, vegetables to be in one and 2-lb. cans to retail at 28¢ and 50¢ respectively; quote c.i.f., samples required. Messrs. Kandodo Ltd. (department store), P.O. Box 549, Victoria Ave., Blantyre. WTD 12/11/64. (Retail subsidiary of Messrs. Bookers (Malawi) Ltd.).

Vacuum-packed dried fruits, flexible visible packaging; raisins, sultanas, prunes, apricots, etc., up to 500 cases of 24 packs, each pack one lb., quote c.i.f., samples desired. Messrs. Kandodo Ltd. (department store), P.O. Box 549, Victoria Ave., Blantyre. WTD 12/11/64. (Retail store subsidiary of Bookers (Malawi) Ltd.).

NETHERLANDS—All kinds of dried fruits; canned fish and fruits; dehydrated nuts. Im-en Export Mij. Polak & Co. N.V. (importer, exporter, wholesaler), 18 Conradstraat, Groothandelsgebouw, Rotterdam. WTD 3/22/66.

204 Grain mill products

JORDAN—Corn for poultry and animal feed

processing; 6,000 tons annually; requests shipments of maximum of 2,000 tons every 3 or 4 months to Port of Aqaba. Wheat; varying quantities to balance tonnage on corn to secure favorable shipping rates. The Jordan Provimi Feed Co., Ltd. (feed manufacturer), P.O. Box 479, Amman. WTD in preparation.

MALAWI—30-50,000 lb. "plain" and "self-rising" household wheat flour per year, prepacked in 2, 3, and 5 lb., c.i.f. price about 18¢ per 2-lb. pack, samples required. Messrs. Kandodo Ltd. (department store), P.O. Box 549, Victoria Ave., Blantyre. WTD 12/11/64. (Retail subsidiary of Messrs. Bookers (Malawi) Ltd.).

Dog and cat pet-foods, canned in ½ and one lb. packs; also domestic pet meal and dog-cookies, c.i.f. prices, samples desired. Messrs. Kandodo Ltd. (department store), P.O. Box 549, Victoria Ave., Blantyre. WTD 12/11/64. (Retail subsidiary of Messrs. Bookers (Malawi) Ltd.).

205 Bakery products

AUSTRIA—Biscuits, crackers, pretzels, snack items. Direct purchase and agency. Battlehner, Fuches & Co., Gesellschaft m.b.H. (importer, commission merchant, distributor), Elisabethstrasse 10, A-1010 Vienna. WTD 4/5/66.

221 Broad woven fabric mills, cotton

SWEDEN—Unbleached cotton fabric. AB Band- & Spiralfabriken (manufacturer), Davidshallsgatan 18, Malmo C. WTD 3/24/66.

222 Broad woven fabric mills, manmade fiber, silk

SWEDEN—Medium and low priced nylon taffeta and marquisette. AB Band- & Spiralfabriken (manufacturer), Davidshallsgatan 18, Malmo C. WTD 3/24/66.

227 Floor covering mills

ITALY—Rugs, wall-to-wall carpeting. Direct purchase and agency. Plaxtel di Angelo Tirante & Figlio (importer, manufacturer, wholesaler, exporter), Piazza Repubblica 19, Torino. WTD 11/30/65.

229 Textile goods

SWEDEN—Medium and low priced nylon raschel lace edging. AB Band- & Spiralfabriken (manufacturer), Davidshallsgatan 18, Malmo C. WTD 3/24/66.

232 Men's, youths', boys' furnishings

GIBRALTAR—Men's T-shirts, knitted; sweaters, all styles; men's shirts; other ready-made garments. J. T. Chanrai Ltd. 126-128 Main St., Gibraltar. WTD 2/24/66.

233 Women's, misses', juniors' outerwear

MALAWI—Women's dresses, plain, smart, not jazzy, cotton, mainly for tropical climate; samples requested; c.i.f. price upper limit $5 to $7.50. Messrs. Kandodo Ltd. (department store), P.O. Box 549, Victoria Ave., Blantyre. WTD 12/11/64. (Retail subsidiary of Bookers (Malawi) Ltd.).

239 Fabricated textile products

ITALY—Plastic and synthetic-fiber tablecloths, napped and other; curtains and draperies; housefurnishings. Direct purchase and agency. Plaxtel di Angelo Tirante & Figlio (importer, manufacturer, wholesaler, exporter), Piazza Repubblica 19, Torino. WTD 11/30/65.

242 Sawmills, planing mills

SPAIN—Lumber. Direct purchase and exclusive agency for Spain. Requests replies in Spanish. Maderas Colomer Sarda, S.A. (importer, wholesaler, retailer), Travesera de Gracia 213, Barcelona 12. WTD 4/1/66.

Lumber, such as stone pine, oak, Oregon pine. Direct purchase and exclusive agency for Spain. Maderas Sala, S.A. (importer, wholesaler), Vilamari 65, Barcelona 15. WTD 3/31/66.

SYRIA—Douglas fir, clear and better, 2″ x 4″ and over, lengths 8′ and over; 200,000 cu. ft. State's Import-Export Co. (Government agency), P.O. Box 1393, Damascus. Cable: SIMEX DAMASCUS

249 Wood products

NEW ZEALAND—Particle board, chipboard or flaxboard, solely in sheet sizes of 6′ x 3′ x ⅞″ (approx. 183 cm. x 91.5 cm. x 19 mm.). Direct purchase and agency. J. Scott and Company Ltd. (importer), 12-20 St. Andrew St., Dunedin. Attn: Mr. Stuart C. Scott, Director. WTD in preparation.

251 Household furniture

DOMINICAN REPUBLIC—Household furniture, all types; mattresses. Direct purchase and agency. M. Ramon Taveras R. (importer, retailer, manufacturer), Avenida Bolivar No. 94, Santo Domingo. WTD in preparation.

FRANCE—Wooden and metal furniture for home use, including kitchen furniture. Direct purchase and agency for France. Requests replies in French or German. Schimpf-Fischel, S.A. (importing manufacturer, wholesaler), Route des Quatre-Vents, 67 Wissembourg. WTD 4/4/66.

254 Partitions, shelving, lockers, office & store fixtures

AUSTRIA—Prefabricated architectural elements of wood or metal. Direct purchase and agency. Battlehner, Fuchs & Co., Gesellschaft m.b.H. (importer, commission merchant, distributor), Elisabethstrasse 10, A-1010 Vienna. WTD 4/5/66.

262 Paper mill products

FRANCE—Waste kraft, new, double-lined. Direct purchase and agency. Primarily interested in offers from U.S. companies in position to ship merchandise from eastern coast. Streichenberger (importer, wholesaler), c/o Mr. Rene Martin, Import Manager, 42 Rue Lafaurie-de-Monbadon, Bordeaux, Gironde. WTD 8/5/65.

264 Converted paper, paperboard products

AUSTRIA—Wallpaper. Direct purchase and agency. Battlehner, Fuchs & Co., Gesellschaft m.b.H. (importer, commission merchant, distributor), Elisabethstrasse 10, A-1010 Vienna. WTD 4/5/66.

THAILAND—Cigarette paper in rolls for machine use. Requests samples, quotations. Direct purchase and agency. Thai Produce Syndicate Co., Ltd. (importer, commission agent), 291/3 Rajawongse Road, P.O. Box 461, Bangkok. WTD in preparation.

● **TUNISIA**—60 million cigarette filter tips, 60 mm. each in length; 10 million cigarette filter tips, 90 mm. each in length. Bid deadline May 25. Regie Nationale des Tabacs et Allumettes, Route de Zaghouan, Tunis.★ (Telephone: 202-WO 7-3003).

266 Building paper, board mills

AUSTRIA—Building paper; building board. Direct purchase and agency. Battlehner, Fuchs & Co., Gesellschaft m.b.H. (importer, commission merchant, distributor), Elisabethstrasse 10, A-1010 Vienna. WTD 4/5/66.

281 Industrial chemicals

ITALY—Cobalt and lithium salts. Dott. Alfonso Odifreddi (manufacturer, wholesaler, exporter), Via Petrarca 20, Settimo Torinese (Torino). WTD 3/29/66.

● **KOREA**—Latex, 60% (dry rubber content) 5,326 gal.; accelerators EZ, 340 kg.; accelerators MZ, 340 kg.; accelerators TP, 280 kg.; antage SP, 100 kg.; vultamol, 45 kg. Tender No. KFX-6043-N, bid deadline May 6. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2067).

THAILAND—Freon gas in commercial containers, standard packing. Requests quotations c.&f. Bangkok. Hamlet & Co., Ltd (importer, wholesaler, exporter), 1066-1070 New Rd., Nai Lert Bldg., Bangkok. WTD being revised.

283 Drugs

ITALY—New medicinals for human use. Societa Hoffman per Azioni (manufacturer, wholesaler), 1233 Via Tiburtina, Roma. WTD 11/9/65.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics, other toilet preparations

ITALY—Luxury-type cosmetics; deodorants; bath, hand, hair preparations. Societe des Grandes Marques (manufacturer, agent), 13 Via dei Castelli Romani, Pomezia (Roma). WTD 11/9/65.

289 Chemical products

THAILAND—Thioglycolic acid (water white 80%) in plastic combi-cans with capacity of approx. 25 kilos. Requests c.&f. quotations for delivery Bangkok in 3-5 ton lots. Hamlet & Co., Ltd. (importer, wholesaler, exporter), 1066-1070 New Rd., Nai Lert Bldg., Bangkok. WTD being revised.

291 Petroleum refining

● **ECUADOR**—Oils: 550 gal. S.A.E. 10; 440 gal. S.A.E. 20; 18,150 gal. S.A.E. 30; 3,685 gal. S.A.E. 40, all to U.S. Army Specification Mil-L-2104-A. Transmission oils: Hypoid-type, 5,200 gal. S.A.E. 90 E.P.; 2,475 gal. S.A.E. 140 E.P., all to U.S. Army Specification Mil-L-2105. Greases: 5,200 lb. multi-purpose grease (lithium base); 4,400 lb. bearing grease. c.i.f. Guayaquil. Tender No. 6, bid deadline May 2, 6:30 p.m. Seccion Adquisiciones del IV De-

partamento de la Comandancia General del Ejercito, Ministerio de Defensa Nacional, Quito. Correspondence preferred in Spanish.★ (Telephone: 202-WO 7-2355).

ITALY—Naphthenic acids. Dott. Alfonso Odifreddi (manufacturer, wholesaler, exporter), Via Petrarca 20, Settimo Torinese (Torino). WTD 3/29/66.

307 Plastic products

FRANCE—Plastic household articles of all types, including tableware, kitchen utensils, bathroom accessories, hardware items, gadgets, novelties. Direct purchase and agency. Midi-Caoutchouc (Midica) (wholesale dealers), 13 Place Esquirol, 31 Toulouse, Haute-Garonne. WTD 3/31/66.

GERMANY—Teflon-FEP injection molded parts; Teflon-TFE parts for chemical, electrotechnical and machinery industries. Carl Huth & Soehne (manufacturer, importer, sales agent), 712 Bietigheim, Etzelstrasse 10. WTD 3/23/66.

317 Handbags, other personal leather goods

KUWAIT—Leather spectacle cases in assorted colors and varieties, with pocket clips. Sunglasses and spectacle frames. Mr. Ismail Matin, Oilfield Equipment Co. (importer), P. O. Box 270, Kuwait. WTD 1/31/66.

322 Glass, glassware

VENEZUELA—Glass houseware (ashtrays, glasses, vases, etc.) of type sold in supermarkets and department stores. Direct purchase and agency. Representaciones Vrisa (importer, wholesaler, sales agent), Apartado 4326, Puerto La Cruz, Anzoategui. WTD 12/28/65.

327 Concrete, gypsum, plaster products

AUSTRIA—New building materials of any type. Direct purchase and agency. Battlehner, Fuchs & Co., Gesellschaft m.b.H. (importer, commissioner merchant, distributor), Elisabethstrasse 10, A-1010 Vienna. WTD 4/5/66.

329 Abrasive, asbestos, miscellaneous nonmetallic mineral products

PHILIPPINES—Conductive tiles for hospital floors. Direct purchase and agency. Mr. J. M. Lebrun, President, The Dale Trading Corp. (importer, wholesaler, retailer, indenter, exporter), 447 Epifanio de los Santos Avenue, Makati, Rizal; Box 32, Quezon City. WTD 8/12/65.

331 Steel mill products

BRITISH GUIANA—Structural steel; steel angles, beams, rods; galvanized sheets, corrugated and flat. Direct purchase and agency. J. W. Potter & Co. Ltd. (importer, commission merchant, sales agent), 29 Main St., Georgetown. WTD 8/14/64.

● **CEYLON**—Galvanized water tubes: 401,000 ft., size range ½" to 4" I.D. Tender for Supply of Galvanized Water Tubes, bid deadline June 21. Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo.★ (Telephone: 202-WO 7-2363).

● **NEW ZEALAND**—3,000 railroad tires, 648 solid rolled disc wheels. Tender No. S66/627, bid deadline May 25. Comptroller of Stores' Office, New Zealand Government Railways, Private Bag, Wellington. Tender documents available upon request to the New Zealand Senior Trade Commissioner, 1145-19th St. NW., Washington, D.C. 20036.

336 Nonferrous foundries

VENEZUELA—Kitchenware and kitchen utensils of aluminum. Sales agency or direct purchase for Eastern and Western Venezuela. Representaciones Vrisa (importer, wholesaler, sales agent), Apartado 4326, Puerto La Cruz, Anzoategui. WTD 12/28/65.

342 Cutlery, hand tools, general hardware

AUSTRALIA—Cable pullers, hand-operated, for linesmen. Direct purchase and agency. Ronald H. McCarty Pty. Ltd. (manufacturers' agent), 122 Devonshire St., Surry Hills, N.S.W. WTD 3/21/66.

CEYLON—Supply of three American standard wire gauges (Awg) 518-0-36. Superintendent of Stores (Gal Oya) (state corporation), River Valleys Development Board, Amparai.

NEW ZEALAND—Production dies for plastic and metal household hardware, toys, builders' and plumbers' hardware. Interested in leasing from marketing agents. Arthur Martin Ltd. (manufacturers' representative), Grove Bldg., 16-18 Fanshawe St., Auckland, C.1. WTD 6/21/65.

VENEZUELA—Low-cost hand tools of the type sold in supermarkets. Direct purchase and agency. Representaciones Vrisa (importer, wholesaler, sales agent), Apartado 4326, Puerto La Cruz, Anzoategui. WTD 12/28/65.

Kitchen cutlery. Sales agency or direct purchase for Eastern and Western Venezuela. Representaciones Vrisa (importer, wholesaler, sales agent), Apartado 4326, Puerto La Cruz, Anzoategui. WTD 12/28/65.

344 Fabricated structural metal products

AUSTRIA—Novel architectural metal work of any type. Direct purchase and agency. Battlehner, Fuchs & Co., Gesellschaft m.b.H. (importer, commission merchant, distributor), Elisabethstrasse 10, A-1010 Vienna. WTD 4/5/66.

HONG KONG—Fabricated structural steel, ferrous and nonferrous metal doors, windows, frames. Far Eastern Cotton Co. (H.K.), Ltd. (importer, wholesaler), 610 Tak Shing House, 20 Des Voeux Rd. Central, Hong Kong. Cable: FASTENLD. WTD in preparation.

THAILAND—Aluminium stock for doors and frames; c.i.f. prices. Direct purchase and agency. Chaivivat Ltd., Partnership (importer, exporter, manufacturers' representative), 251-3 Vorachak Rd., Bangkok. WTD 3/2/66.

345 Screw machine products

TRINIDAD—Builders' hardware, all types, including bolts, nuts, screws, rivets, washers. Direct purchase and agency. Wilson & Johnstone Ltd. (importer, wholesaler, commission merchant), 44/46 South Quay, Port of Spain. WTD 3/28/66.

348 Fabricated wire products

AUSTRALIA—Brass gauze (wire cloth), 24 gauge, 30 mesh, nickel-plated. Protector Safety Industries (importer, manufacturer, wholesaler), 9-17 Buckingham St., Sydney, N.S.W. WTD 3/24/66.

349 Fabricated metal products

ENGLAND—Special pipe line fittings, valves; containers, cylinders. Direct purchase and agency. F. T. Flexible Tubes Ltd. (importer, manufacturer), Albert Rd., Morley, Leeds, Yorkshire. WTD 3/23/66.

GERMANY—Hydraulic and pneumatic control valves and slides for high-pressure hydraulic machinery. Requests price quotations c.i.f. Hamburg. Direct purchase and agency. Gust. Overhoff (manufacturer, exporter), 76 Elberfelderstrasse, 402 Mettmann. WTD 3/25/66.

SWEDEN—Ball valves; lubricated plug valves. Direct purchase and agency. AB Hydrometer (importer, exporter, wholesaler, manufacturer, sales agent), Kronobergsgatan 21, Stockholm. WTD 4/5/66.

352 Farm machinery

THAILAND—Thresher, medium and small size, for sorghum. Request catalog, prices and complete pertinent details. Direct purchase and agency. Siam Produce Co., Ltd. (importer, exporter), 47 Bush Lane, Siphya, Bangkok. WTD in preparation.

VIET-NAM—Complete set of machines for manufacture of mixed foods for swine breeding purposes, including hammer mills, batch mixers, pneumatic transportation systems, weighing and bagging devices. Capacity 5, 10, 15, 20 tons per 8 hours. Requests catalogs, quotations. Industrial Development Center (IDC) (Government agency), 40-42 Nguyen Hue, Saigon.

354 Metalworking machinery

● **BURMA**—Shear blades, 12 pairs, composition: 0.8 C, 1.2 Cr, .3 Mo., .3 V. Tender No. Q/80-SM-MCY/9/15, bid deadline May 10. General Manager, Steel Mill, Ywama, Insein, Rangoon.★ (Telephone: 202-WO 7-5652).

DOMINICAN REPUBLIC—Welding equipment. Direct purchase and agency. Quisqueya Industrial, S.A. (importer, manufacturer), Carretera Duarte, Km. 6, P.O. Box 422, Santo Domingo. WTD in preparation.

NETHERLANDS—Metalworking machinery, small sized advanced models; cutting tools; holding and fixing tools; mechanical measuring instruments; material testing equipment. Viba N.V. (importer, wholesaler), 199 Kon. Emmakade, The Hague. WTD 8/20/64.

SOUTH AFRICA—Machinery for manufacture of high grade steel wool. Good Housekeeping (South Africa) (Pty.) Ltd. (manufacturer), Neptune St., Paarden Eiland, Cape Province. WTD 2/23/66.

THAILAND—Press brake, metalworking, pressure capacity 40-50 tons. Metalworking planers, open side. Requests catalogs, price lists. Modern Machinery Import Ltd. Partnership (importer, Government contractor), 9 Chalermket 1 Rd., Bangkok. WTD 3/2/66.

355 Special industry machinery

BRAZIL—Specialized machines for stitching, pleating, ruffling plastic or leather uppers of babies' shoes. Calcados Tetea Ltda. (manufacturer), Rua Ana Nery 612, Rio de Janeiro ZC-15, Estado da Guanabara. WTD 4/1/66.

CEYLON—Rotary press, new or factory reconditioned, capable of printing 16-page paper 31" wide. Desires model for which spare parts are available. Maximum price $100,000-120,000. Credit terms required. P. Nadesan, Managing Director, Times of Ceylon, Ltd. (publisher), Times Bldg., Fort, Colombo. WTD in preparation.

ITALY—Coilers and presses for processing polyesters and glass fibers. Fibrosina S.p.A. (importer, manufacturer), Via Poirino 17, Carmagnola (Torino). WTD 8/3/65.

● **PAKISTAN**—Supply, supervision of erection, and start-up of 60 ton/day ammonia plant for balancing natural gas fertilizer factory in Multan. Tender No. F-III(I)/Bal/CIS, bid deadline May 25. West Pakistan Industrial Development Corp., Chemical Industries Division, P.I.D.C. House, Kutchery Rd., Karachi 4.★ (Telephone: 202-WO 7-5589).

PORTUGAL—Machinery for processing agar-agar, alginates and carrageenin. Jose de Sousa Barreto (importer, sales agent), Avenida Entre Aeroportos 28 r/c Esq., Lisbon 6. WTD in preparation.

Desalination plants: portable desalination unit, daily output 500/1,000 liters; stationary electric power generator and desalination unit, daily output 2,000/3,000 m³.Jose de Sousa Barreto (importer, sales agent), Avenida Entre Aeroportos 28 r/c Esq., Lisbon 6. WTD being revised.

356 General industrial machinery, equipment

HONDURAS—Deep well turbine pumps; submersible motor pumps; home water systems. Distributorship for Honduras. Compania Hondurena de Maquinaria, S. de R. L. (distributor), Attn: Mr. Mario E. Redaelli, General Manager, Apartado Postal 333, Tegucigalpa, D. C. WTD 3/10/66.

● **IRAN**—Supply of 11 units electro pumps, three phase, 380 v., 50 period; 4 units for hot water, 7 units for cold water. Bid deadline May 30. Iranian Tobacco Monopoly, Ghazvin Avenue, Tehran.★ (Telephone: 202-WO 7-2939).

● **SUDAN**—Supply of one centrifugal pump, with 200 gal. water/minute capacity against a 70-ft. head. Tender No. 3472, bid deadline May 17. Sudan Government Purchasing Agent, 3/5 Cleveland Row, St. James's London, S.W.I.★ (Telephone: 202-WO 7-5589).

● Supply of 25 electrical submersible pumps, with 11,000 gal./hr. capacity, against a head of 150 ft. Tender No. CEWA/W/338/66, bid deadline May 28. Central Electricity & Water Administration, Republic of the Sudan, P.O. Box 1380, Khartoum.★ (Telephone: 202-WO 7-5589).

THAILAND—Hydraulic pumps, pressure capacity 1,000 tons. Requests catalogs, price lists. Modern Machinery Import Ltd. Partnership (importer, Government contractor), 9 Chalermket 1 Rd., Bangkok. WTD 3/2/66.

357 Office, computing, accounting machines

SWEDEN—Spare parts, accessories, tools for office machines. AB Alcamo (wholesaler), Fahlbacksgatan 7B, Malmo 9. WTD 3/31/66.

Copying machines for office use. Direct purchase and agency. Allkopia-Hansa Foto AB (importer, retailer, wholesaler, sales agent), Drottninggatan 73 C, Stockholm. WTD 4/5/66.

358 Service industry machines

AUSTRALIA—Air conditioning units for homes and offices, up to 2 hp., 240 v., 50 cycles; air conditioning units for installation in automobiles. Responding U.S. firms should be willing to ship above units knocked-down to be assembled locally. Tariff duty on fully assembled units is 55%; on knocked-down units, 7½%. Direct purchase and agency. A I Air Conditioning Co. of Aust. Pty. Ltd. (importer, wholesaler, retailer), 29 Abbotsford Parade, Abbotsford, NSW. WTD 3/30/66.

Reconditioned sealed units for refrigerators. Willard Riner (importer, exporter), Box 10, Geebung, Brisbane, Queensland. WTD 11/16/64.

ENGLAND—Cryogenic and refrigerated tanks for bulk storage of liquids. Direct purchase and agency. Oxley-Dempster Ltd. (manufacturers, exporters, sales agents), Elland, Yorkshire. WTD 2/17/66.

HONG KONG—Packaged air conditioners, 5-20 tons; air-conditioning equipment accessories such as cooling coils, direct expansion or chilled water; blowers; aerofoil fans; air-cooled condensers. Faithful Trading Co., Ltd. (importer, exporter, retailer, wholesaler, agent), P. O. Box 2480, Hong Kong. WTD 9/17/65.

361 Electric transmission, distribution equipment

● **IRAQ**—Supply of digital frequency meter, DC to 10 Mc/s in line digital display, automatic decimal point setting. Tender No. 24/66, bid deadline May 29. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

362 Electrical industrial apparatus

ITALY—Electrodes for arc furnaces. Acciaierie Ferriere Trafilerie Cravetto S.p.A. (importer, manufacturer, wholesaler, exporter), Lungodora Firenze 19, Torino. WTD 4/1/66.

363 Household appliances

VENEZUELA—Small electric household appliances for kitchen use (toasters, beaters, etc), 110 v., 50-60 cycles. Direct purchase and agency. Representaciones Vrisa (importer, wholesaler, sales agent), Apartado 4326, Puerto La Cruz, Anzoategui. WTD 12/28/65.

365 Radio, television receiving sets

TRINIDAD—Automobile radios. Direct purchase and agency. Southern Sales & Service Co., Ltd. (importers, retailers, commission merchants), Cross Crossing, San Fernando. WTD 3/28/66.

366 Communication equipment

HONDURAS—Overhead traffic signals, 20 electric, for directing street traffic. Juan Elias Flefil (importer), 4a Avenida No. 157, Tegucigalpa, D.C. WTD 4/30/65.

● **THAILAND**—Supply of an automatic teleprinter service exchange and associated equipment. Tender No. Kor. Kor. 0605 (Thor)/421, bid deadline May 9. Post & Telegraph Dept., Bangrak, New Rd., Bangkok.★ (Telephone: 202-WO 7-4823).

371 Motor vehicles, motor vehicle equipment

AUSTRALIA—Motor vehicle accessories such as petrol caps, mirrors, bumper guards. A.T.M. Industries Pty. Ltd. (manufacturer, exporter), 21 Argo St., South Yarra, Victoria. WTD 2/25/66.

KOREA—Used dump truck control valve assemblies for World War II dump trucks, M211. Korea General Corp. (vehicle assembly), 41, 2-ka, Myongryun-dong, Chongno-ku, (Central P.O. Box 242), Seoul. Cable: SSKOGENCO. WTD 12/1/65.

381 Engineering, laboratory, scientific, research instruments

● **IRAQ**—Supply of laboratory equipment for secondary schools including but not limited to: 50 compound microscopes; 50 500-watt, 220-230 v. slide projectors; prepared biological slides, 20 sets; lantern slides, 50 sets; film strip carriers, 50 sets. Tender No. 25/66, bid deadline June 26. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Precision instruments, control devices, scientific apparatus of various types for marine, aviation, industrial uses, including up-to-date radar and electronic equipment; magnetic compasses, logs, manometers, sounders, rudder-angle indicators, gauges, oscillators. Direct purchase and agency. Poitevin-Duault (Etablissements) (dealer), 2 Quai des Chartrons, 33 Bordeaux, Gironde. WTD 10/4/65.

PORTUGAL—Non-metallic mine detectors. Jose de Sousa Barreto (importer, sales agent), Avenida Entre Aeroportos 28 r/c Esq., Lisbon 6. WTD in preparation.

SWEDEN—Flow and liquid measuring instruments. Direct purchase and agency. AB Hydrometer (importer, exporter, wholesaler, manufacturer, sales agent), Kronobergsgatan 21, Stockholm. WTD 4/5/66.

384 Surgical, medical, dental instruments

● **CEYLON**—Supply of anesthesia apparatus including, but not limited to, the following: 8 rotameter systems delivering nitrous oxide. oxygen, carbon dioxide, and cyclopropane; 192 oxygen cylinders; 192 nitrous oxide cylinders; 32 carbon dioxide cylinders; 32 cyclopropane cylinders; 300 sterilizing drums. Bid deadline June 21. Chairman, Tender Board, Ministry of Health, P.O. Box No. 500, Colombo.★ (Telephone: 202-WO 7-2939).

● **IRAQ**—Supply of 3,490 dozen hypodermic syringes of various sizes; 41,250 dozen hypodermic needles of various sizes. Tender No. 23/66, bid deadline May 29. Offers not accompanied by samples will be disregarded. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

● Supply of 20,000 kgs. of cellulose wadding, 8,000 dozen elastic adhesive bandages, 4,000 dozen plaster of Paris bandages for the Directorate General of Medical Supplies, Ministry of Health. Tender No. 20/66, bid deadline May 22. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

● **LIBYA**—Supply and installation of medical equipment in Al-Barka Hospital, Benghazi. Tender No. 870, bid deadline June 6. Secretary, Central Tenders Board, Ministry of Finance, Sharia Shatt, Tripoli. Tender is indivisible. Terms and specifications available for $14 from Medicines and Medical Equipment Dept., Ministry of Health, Tripoli, Libya.

● **PAKISTAN**—Supply of medical and hospital equipment and supplies including, but not limited to: Autopsy tables, brain dissecting trays, microscopic illuminators, hot air laboratory driers, micro-slide trays, microscopic slides, staining racks and trays. Tender No. S-4/326/Equip/65-66, bid deadline May 4. The Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Motijheel C.A., Dacca.★ (Telephone: 202-WO 7-2939).

● Supply of hospital supplies including but not limited to: Balance weight analytical; chemical thermometer; polythene flask; reagent bottle; bunsen burners; beaker tongs; dessicator; blood sedimentation tube. Tender

No. S-4/327/Equip/65-66, bid deadline May 10. The Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Motijheel C.A., Dacca 2.★ (Telephone: 202-WO 7-2939).

THAILAND—Medical equipment, all kinds. Requests catalogs, price lists. Direct purchase and agency. Midland Co., Ltd. (importer, wholesaler), 408/10 Rama V Rd., Bangkok. WTD 3/2/66.

386 Photographic equipment

SOUTH AFRICA—Cinematographic films, 8 mm. sound and silent. Theunissen Bros. (Pty.) Ltd. (importing distributor), 80 Longmarket St., Cape Town, Cape Province. WTD in preparation.

387 Watches, clocks, parts

GIBRALTAR—Wrist watches, all kinds; clocks: Alarm, wall, others. J. T. Chanrai Ltd. (importer, wholesaler, retailer), 126-128 Main St., Gibraltar. WTD 2/24/66.

394 Toys, amusement, sporting, athletic goods

AUSTRALIA—Archery bows, related equipment. Archery Wholesalers of Australia (importer, wholesaler), 42 Arthurton Rd., Northcote, Victoria. WTD 1/21/66.

ETHIOPIA—Bowling alleys, semi-automatic or automatic, for installation in hotels throughout Ethiopia. Ras Hotel Share Co., Attn: Ato Getaneh Worku, General Manager, P.O. Box 1632, Addis Ababa. WTD 3/28/66.

TRINIDAD—All types of toys and games, including mechanical and non-mechanical toys, indoor games. Direct purchase and agency. Wilson & Johnstone Ltd. (importer, wholesaler, commission merchant), 44/46 South Quay, Port of Spain. WTD 3/28/66.

396 Costume jewelry, novelties, buttons, notions

GIBRALTAR—Novelties, rings, ring mountings, costume jewelry, pearl imitation articles. J. T. Chanrai Ltd. (importer, wholesaler, retailer), 126-128 Main St., Gibraltar. WTD 2/24/66.

399 Manufacturing industries

AUSTRALIA—Toilet sets consisting of brush, comb and mirror, must be fancy packed and well presented; brush backs may be, but not limited to, mother-of-pearl inlay, petit point or gold embossed. Heine Bros. (importer, exporter, agent), 11 Loftus St., Sydney, N.S.W. WTD 5/22/64 being revised.

● **IRAQ**—Supply of 410 dry powder fire extinguishers; 20,000 ft. of 2½" canvas fire hose; 2,000 ft. of 2½" non-maintenance fire fighting delivery hose; 50 stand pipes; 50 nozzles; 20 portable force pumps. Tender No. 11, bid deadline May 2. Directorate General of Municipal Affairs, Ministry of Municipalities & Works, Baghdad.★ (Telephone: 202-WO 7-2939).

ITALY—Synthetic-fiber floor coverings. Direct purchase and agency. Plaxtel di Angelo Tirante & Figlio (importer, manufacturer, wholesaler, exporter), Piazza Repubblica 19, Torino. WTD 11/30/65.

509 Miscellaneous wholesalers

ITALY—Scrap iron. Acciaierie Ferriere Trafilerie, Cravetto S.p.A. (importer, manufacturer, wholesaler, exporter), Lungodora Firenze 19, Torino. WTD 4/1/66.

YEMEN ARAB REPUBLIC—War-surplus type tents, shoes, woolen blankets, sweaters, socks. Requests airmail replies, literature, prices. The General Trading Agencies, P.O. Box 55, Sanaa. WTD 4/2/66.

731 Advertising

BELGIUM—Advertising for U.S. firms in electronic magazine; subscriptions in U.S. Intermedia S.P.R.L. (editor), 82 Chaussee de Charleroi, Brussels. WTD 3/24/66.

SHAPE seeks HF SSB transportable terminal

The Purchasing & Contracting Office of the Supreme Headquarters Allied Powers of Europe (SHAPE) has issued tender No. 65-26 which calls for one lightweight transportable radio station, including a HF SSB transceiver, 500 watt PEP, frequency range 2 to 26 MHz, suitable for A1, A3, A3a, A3j and F1 transmission, complete with antennas, a 500-watt linear amplifier, a frequency shift exciter and converter, and an a.c. and a d.c. power supply.

Equipment is to be of robust design, suitable for field operation, and furnished in transport cases for shipment by air, sea, rail and road, so as to be usable as operating/working benches where practical.

Bid deadline is May 17. Send offers to: Communications & Electronics Division, Purchasing & Contracting Office, ACE Communications Electronics Equipment, Paris, France.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

220 Textile mill products

SOUTH AFRICA—Quilted nylon, plain and printed, with various types of stitching. Dacron and acetate filling, various weights, for use in manufacturing women's robes; cotton fabrics and blended Dacron/nylon/cotton fabrics, plain and printed, for use in manufacturing women's lingerie and sleepwear. Peters Agencies (Pty.) Ltd. (manufacturers' agent), P.O. Box 4646, Cape Town, Cape Province. WTD 7/14/65.

239 Fabricated textile products

FRANCE—Artificial and synthetic blankets; cotton bed sheets, minimum length, finished, approx. 9 ft.; hand towels; other household linen and textile products. Desires low-priced articles. Requests replies in French. Jean Breton (sales agent), 2 Rue Roger-Ducasse, 33 Cauderan-Bordeaux, Gironde. WTD 9/16/65.

283 Drugs

HONG KONG—Antibiotics, other pharmaceutical preparations and vitamins, including injectables. Francois d'Hardivilliers, Ltd. (importer, exporter), 628 Union House, Hong Kong. Cable: HARDIVILER. WTD being revised.

THAILAND—Pharmaceuticals, all kinds. Catalogs, price lists and free samples. Midland Co., Ltd. (importer, wholesaler), 408/10 Rama V Rd., Bangkok. WTD 3/2/66.

331 Steel mill products

PAKISTAN—Iron and steel products: mild steel sheets, billets, tin plate. Requests quotations c.i.f. Karachi. Jaffer Brothers Ltd. (importer, agent), Jaffer Chambers, Victoria Rd., P.O. Box 7129, Karachi. WTD 10/13/65.

Steel rails; fishplates. Importer and agent requests quotations c.&f. Karachi. Sir E. H. Jaffer & Sons Ltd., Jaffer Chambers, 28 Victoria Rd., Karachi. WTD being revised.

Mild steel billets, channels, flats; sheet plates, steel springs, iron rails, axles, G.I. pipes. Importer and agent requests quotations c.&f. Karachi. Adil Brothers (importer, agent), Baitul Hamd, 140 Bunder Rd., Karachi. WTD 2/3/66.

352 Farm machinery

NEPAL—Farm machinery and equipment, including tractors, harvesters. Nepal Commercial Enterprises (importers), Ranjana Bldg., Juddha Rd. Extn., Kathmandu. WTD 2/23/65.

353 Construction, mining, materials handling machinery

FRANCE—Earth boring machines (except for petroleum industry); requests replies in French. Societe Autran & Vincent (distributor), Route Nationale No. 14, La Patte-d'Oie-d'Herblay (S. & O.). WTD 3/2/65.

NEPAL—Miscellaneous construction, excavating, maintenance machinery and equipment. Road building equipment, including road rollers, bulldozers. Nepal Commercial Enterprises (importer), Ranjana Bldg., Juddha Rd. Extn., Kathmandu. WTD 2/23/65.

PAKISTAN—Trucks, industrial, operating-riding, electric. Trucks, fork; trailers. Importer and agent requests catalogs, quotations c.&f. Karachi. Sir E. H. Jaffer & Sons Ltd. (importer, agent), Jaffer Chambers, 28 Victoria Rd., Karachi. WTD being revised.

Road rollers, 2 and 3 wheel; road building equipment. Cranes, shovel, dragline. Importer and agent requests catalogs, quotations c.&f. Karachi. Jaffer Brothers Ltd. (importer, agent), Jaffer Chambers, Victoria Rd., P.O. Box 7129, Karachi. WTD 10/13/65.

355 Special industry machinery

PAKISTAN—Woodworking machinery, parts, accessories. Requests catalogs, quotations c.&f. Karachi. Jaffer Brothers Ltd. (importer, agent), Jaffer Chambers, Victoria Rd., P.O. Box 7129, Karachi. WTD 10/13/65.

Woodworking machinery, parts, accessories. Importer and agent requests catalogs, quotations c.&f. Karachi. Sir E. H. Jaffer & Sons Ltd., Jaffer Chambers, 28 Victoria Rd., Karachi. WTD being revised.

Chemical manufacturing industries machinery. Requests catalogs, quotations c. & f. Karachi. Equipments International (importer, agent), 50 Idrees Chambers, Wood St., Karachi. WTD 12/6/65.

357 Office, computing, accounting machines

THAILAND—Stapling machines, office type. Catalogs and price lists. Midland Co. Ltd.

(importer, wholesaler), 408/10 Rama V. Rd., Bangkok. WTD 3/2/66.

366 Communication equipment

FRANCE—Electric lamp traffic signals for use on streets, highways, boats on seas and on waterways, airplanes, and in subways. Societe Interrupt (manufacturer, dealer), 23 Rue des Cendriers, Paris 20e. WTD 2/25/66.

PAKISTAN—Electronic communication systems, parts, accessories. Requests catalogs, quotations c.&f. Karachi. Equipments International (importer, agent), 50 Idrees Chambers, Wood St., Karachi. WTD 12/6/65.

Radio and television transmitting, signaling, detection equipment and apparatus. Importer and agent requests quotations c.&f. Karachi. Jaffer Brothers Ltd. (importer, agent), Jaffer Chambers, Victoria Rd., P.O. Box 7129, Karachi. WTD 10/13/65.

369 Electrical machinery

AUSTRIA—Equipment for automation of certain hospital services, labor-saving equipment for installation in hospitals, such as data-recording control equipment and automatically operating central hospital offices. Equipment must be wired for 3-phase, 4-wire 220/380 v. 50 cycle system. F. Reiner & Co. (importer, manufacturer), Lindengasse 62, A-1070. WTD 3/24/66.

391 Jewelry, silverware, plated ware

FRANCE—Flatware of stainless steel, silver plate or sterling silver. Henri Soubies (importer, agent), Les Erables, 26 Rue Terreneuve, Meduon (S. & O.). WTD 10/28/65.

395 Pens, pencils, other office, artists' materials

THAILAND—Ballpoint pens, clamps, clips, related materials. Catalogs, price lists, free samples. Midland Co., Ltd. (importer, wholesaler), 408/10 Rama V Rd., Bangkok. WTD 3/2/66.

505 Farm products—raw materials

HONG KONG—Raw cotton. Far Eastern Cotton Co. (H.K.), Ltd., (importer, wholesaler), 610 Tak Shing House, 20 Des Voeux Rd., Central, Hong Kong. Cable: FASTENLD. WTD in preparation.

Leads for Importers

Commodities are offered direct unless specified

203 Canning, preserving foods

KOREA—Canned mushrooms. Expects to produce 30,000 cases (48 cans of 8 oz. net each) annually. Daishin Mercantile Co. (manufacturer, exporter), C.P.O. Box 365, Seoul. WTD in preparation.

208 Beverage industries

FRANCE—Sirups, pure sugar, in glass bottles (75 or 37.5 centiliters each), packed in cardboard containers for export trade; trademark "Sirops Rex"; grenadine, mocha, mint, other flavors; very good quality. Wholesale exportation, preferably direct to U.S. importers. Maison Rene Pecner Fils (producer, wholesaler, exporter), 2 Rue du Sablon, 16 Cognac, Charente. WTD 3/31/66.

209 Food preparations

FRANCE—Honey, pure, from own apiary, good quality, bottled or packed in glass jars of various sizes. Wholesale exportation, preferably through well-established agents in U.S. Les Miels et Cires Dardennes (producer, wholesaler, exporter), Boite Postale No. 3, 33 Salles, Gironde. WTD 3/23/66.

302 Rubber footwear

ARGENTINA—Rubber footwear. Pouchan S.A.I.C.Inm. F. y Agropecuaria (manufacturer), V. Liniers 464, Buenos Aires. WTD 3/29/66.

394 Toys, amusement, sporting, athletic goods

AUSTRALIA—Kangaroo fur products, especially stuffed koala bears made of kangaroo fur. Native boomerangs. Willard Riner (importer, exporter), Box 10 Geebung, Brisbane, Queensland. WTD 11/16/64.

396 Costume jewelry, novelties, buttons, notions

AUSTRALIA—Men's jewelry. Willard Riner (importer, exporter), Box 10 Geebung, Brisbane, Queensland. WTD 11/16/64.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

FINLAND—The Finnish firm Chymos Oy, Helsingintie 2, Lappeenranta, manufacturer of berry and fruit preserves, juices, berry wines and liqueurs and confectionery items, plans **to enlarge its plant by 11,000 cubic meters. Manufacturers of equipment for juice concentration** should communicate directly with the company.

GREECE—(30 drachmas=$1). The Board of Directors of the Piraeus Port Authority (OLP) will purchase **miscellaneous equipment** urgently required for its cargo handling apparatus in the Port of Piraeus.

Principal items to be procured and their approximate values are: 30 diesel fork lift trucks, 7 million drachmas; one automotive crane, 20-ton, 2.7 million drachmas; two electrical cranes, 15-ton, 10 million drachmas; six electrical cranes, 3-ton, 6 million drachmas; nine trailers, 900,000 drachmas; five tractors, 500,000 drachmas; two trucks, 5-ton, 400,000 drachmas; one truck, ¾-ton, 100,000 drachmas; three generating sets, 700,000 drachmas; and data processing equipment, 2 million drachmas.

PARAGUAY—The World Bank and its affiliate, the International Development Association (IDA), have approved a loan to Paraguay totaling $2.1 million for a **road improvement project.**

The loan will finance improvement and paving of a 26-mile road from Coronel Oviedo to Villarica; feasibility studies and final engineering of about 250 miles of secondary all-weather roads in southeastern Paraguay. Coronel Oviedo is an important market town and the point of origin of a north-south road in eastern Paraguay which is being extended to the Brazilian border. Villarrica is the center of the country's second most important economic region, and its hinterland, comprising some 400,000 hectares of excellent corp and pastureland, contribute a significant portion of the country's agricultural output, principally sugar and other cane products, vineyard products, corn, soya, beans, peanuts, mandioc, tobacco, livestock and forest products.

The Bank and IDA have been assisting Paraguay in the development of an adequate transportation network for many years. Part of a Bank loan made in 1951 paid for equipment which was used mainly in road maintenance work. An IDA credit of $6 million in 1961, supplemented by a Bank loan of $2.2 million in 1964, are assisting the improvement of about 190 miles of the national highway from Paraguari to Encarnacion, including the construction of a large bridge. These funds are also being used for engineering services, studies of the organization of the highway department and the purchase of maintenance equipment, spare parts and related items.

A loan of $2.75 million was made in December 1965 for works which will double the capacity of the port at Asuncion which is Paraguay's largest and is of key importance to the country's development because, being landlocked, the nation depends on a 1,000-mile river route as its outlet to overseas markets and for the movement of a large part of its domestic trade.

The Bank is also the Executing Agency for a **road and agricultural survey in southeastern Paraguay** being carried out with financial assistance from the United Nations Development Program. An interim report tentatively recommends the construction of about 500 miles of roads to permit the development of selected zones. The recently announced loan includes funds for feasibility studies and the final engineering of about 250 miles of these roads.

The National Directorate of Highways will be responsible for carrying out the project, with the assistance of engineering consultants. Total cost is estimated at the equivalent of $2.8 million. The Bank loan will cover the foreign exchange requirements; the Government will finance the local currency costs.

SINGAPORE—Parliamentary approval was recently given to the **expansion of two land reclamation projects.**

KALLANG. Approval was given to an **extension of the Kallang Basin project** to the Kallang River bed. The extension will provide an additional 387 acres of land for industrial and residential development within three years. By the end of this year, it is expected that 10 blocks of 12-story apartments, built by the Housing & Development Board, will have been completed in the former swampland. Allocations for the factory area will be made by the Economic Development Board.

SUNGEI POYAN. Along the West Coast, an additional 900 acres of **swampland will be converted into an agricultural area,** following parliamentary approval of the construction of a dam at the mouth of the Sungei Poyan River. A pilot project of 180 acres in the area had previously illustrated methods of overcoming the hazards of flooding and excessive salinity. When completed, the entire Sungei Poyan project will entail the reclamation of 4,000 acres of swampland at a total cost of $1.5 million.

SWITZERLAND—The Swiss firm, Motor Columbus AG, 27 Parkstrasse, 5401 Baden, plans **to construct a 500 MW atomic power plant at Kaiseraugst, near Basel.**

Motor Columbus intends to build the Kaiseraugst plant in collaboration with the Swiss Aare-Tessin Power Company and Electricite de France.

Construction is scheduled to begin in 1968 and to cost 480 million Swiss francs (US$110 million).

No decision has yet been made concerning the type of nuclear reactor that will be installed, but according to a press statement **preference will probably be given to American light-water type reactors.**

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ENGLAND—Twenty-two members of the Engineering Industries Association, 9 Seymour St., London, W.1., are due to arrive in Chicago May 7 during their Trade Mission to North America.

The members and their interests are:

• V. Bedggood, Sales Director, Albright (Engineers) Ltd., 125 Red Lion Rd., Tolworth, Surbiton, Surrey, **interested in selling solenoid switches and switchgear and in manufacturing similar items under license in U.K.;**

• A. H. Croucher, Director, Anthony H. Croucher Ltd., Holybourne, Near Alton, Hampshire, **interested in selling Labormil Universal Machine, tools for contractors, electric vibrators, and in manufacturing special design machinery, machine tools, contractors' tools under license in U.K.;**

• K. A. Jones, Director, Hanson Precision Engineering Ltd., Waterloo Rd., Leamington, Hampshire, **interested in manufacturing hoists, small-to-medium machined components, and similar finished products under license in U.K.;**

• G. D. Pickard, Director, Leeds & Bradford Boiler Co. Ltd., Stanningley, Pudsey, Yorkshire, **interested in selling autoclaves, pressure vessels, patented safety devices;**

• H. J. Holleman, Joint Managing Director, Screw Machine Products Ltd., Wooburn Green near High Wycombe, Buckinghamshire, **interested in U.S. licensees for industrial sewing machines, aircraft components, automotive components, machine tool components, automatic turned parts, component parts for domestic appliances, and in manufacturing under license in U.K.;**

• John E. Goodman, Managing Director, Ultrasonics Ltd., Otley Rd., Shipley, Yorkshire, **interested in selling utrasonic homogenizers cleaning plants, stainless steel gear pumps or licensing U.S. firms;**

• A. B. Smith, Director, R. G. Boardmen (Engineering) Ltd., Lode Lane Industrial Estate, Solihull, Warwickshire, **interested in selling preset tooling for multi-spindle drilling machines and transfer machines, such as adjustable adaptors, drill and tap drivers.**

Itinerary: 5/7-12 c/o Allerton Hotel, 701 N. Michigan Ave., Chicago, Illinois; 5/12-15 c/o Park Sheraton Hotel, 7th Ave. & 55th St., New York, N.Y.

A brochure containing information in brief on the above companies is available on a loan basis from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

LEBANON—Antoine Wadih Achcar, Soc. Brasil-Oriente de Expansao Commercial Ltda., P.O. Box 986 Rue Hoyek, Beirut, **interested in joint venture for coffee and tourist business and requesting technical information.** May 1 via New York for one to two weeks. c/o Lebanese Consulate General, New York, N.Y. Itinerary: New York; others to be arranged. WTD being revised.

PAKISTAN—Mohd Amin, Sethi Straw Board Mills, Ltd., Rahwali District, Gujranwala, **interested in purchasing kraft liner, fluting papers for corrugated paper and board industry, printing inks, machinery for manufacturing paper and board.** First week in May via New York for one to two weeks. c/o Scandinavian Airlines. Itinerary: New York, Buffalo, Chicago, Las Vegas, San Francisco. WTD in preparation.

SIERRA LEONE—Sidney F. Beoku-Betts, representing C. W. Betts & Co., P.O. Box 105, Freetown, **interested in representing suppliers of building materials and provisions and in purchasing machinery for paper converting factory;** requesting technical information on the latter. April 1966 via New York for one month. c/o Apt. 402, 1296 Pacific St., Brooklyn, N.Y. (Telephone: PR 8-2878). Itinerary: New York, N.Y. WTD 3/6/64.

SWEDEN—Sven Larsson, Salgrips AB, 28 Gotabergagaton, Goteborg, **interested in purchase (preferably from West Coast firms) and agency for cosmetics, perfumes, costume jewelry and ladies' bags.** May 5 via New York for two weeks. c/o Hotel Waldorf-Astoria, Park Ave. & 50th St., New York, N.Y. Itinerary: Los Angeles, San Francisco. WTD in preparation.

Eskil Schollin, Managing Director, E. Schollin & Co. AB, Fack, Nasbypark, **interested in locating sources of U.S. lumber, mainly hickory dimension stock for tool handles and skis, Southern tough ash, Sitka spruce, Western cedar, Douglas fir for ships' decking, hard white maple.** and buyers of Swedish skis and tools such as hammers and axes. April 4 via New York for six weeks. c/o The Swedish Chamber of Commerce of the U.S.A., 8 E. 69th St., New York, N.Y. Itinerary: New York, Savannah, Jacksonville, Mobile, Columbus, Chicago, Seattle. WTD being revised.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D. C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated March unless otherwise indicated.

Most of the lists are prefaced by a brief review of basic trade and industry data collected in making the compilations.

Air Conditioning and Refrigeration Equipment —Importers, Dealers and Manufacturers—Bolivia, April.

Air Conditioning and Refrigeration Equipment —Importers, Dealers and Manufacturers—France.

Machinery, Equipment and Supplies, Electrical —Importers and Distributors—Greece.

Machinery and Equipment, Farm—Importers, Dealers and Manufacturers—Greece, April.

Machinery and Equipment—Farm—Importers, Dealers and Manufacturers—Lebanon, April.

Plastics Materials—Importers, Dealers and Manufacturers—Netherlands.

Provisions—Importers and Dealers—Italy.

Sporting Goods, Toys and Games—Importers and Dealers—Republic of South Africa, April.

Construction Awards

SAUDI ARABIA—(US$1 = SR4.50). Italian firm Italconsult was awarded a 23.3-million riyal contract by the Saudi Ministry of Agriculture to conduct a **hydrological survey** in Area IV encompassing the Eastern Province of the Kingdom. The firm holds similar contracts for Areas II and III; it won out in competitive bidding over several internationally well-known companies in this field, including Parson-Basil. The contract provides for Italconsult to complete its survey within 42 months.

The long awaited award of the contract for construction of Petromin's Jidda oil refinery was made to Chiyoda Chemical Engineering & Construction Co. The 12,000 b/d refinery (designed by Universal Oil Products of Des Plaines, Illinois) is expected to cost SR30 million.

It will produce gasoline, diesel fuel, kerosene, fuel oil and LPG, according to Fuad Bakhit, the refinery's manager.

The refinery is expected to employ 300 persons and will begin operations in 1968. Saudis are to be trained in refineries abroad for the Jidda plant's operation.

Petromin is reportedly continuing its studies of the feasibility of building a refinery in Riyadh.

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Calendar *for international traders*

ABILENE, TEXAS—April 26—World Trade Seminar. Sponsors: Texas Industrial Commission; Chamber of Commerce; REEC; Dallas Field Office, Department of Commerce.

CEDAR FALLS, IOWA—May 4—Foreign Trade Bureau, Chamber of Commerce, monthly meeting, 10 a.m., Chamber of Commerce.

CHICAGO—April 28—Meeting for Exporters, Field Office.

COOS BAY, ORE.—April 28—2nd Coos Bay World Trade Conference, Courtel Coos Bay.

DALLAS—April 27—Export Workshop, Field Office. Sponsors: REEC; Dallas Field Office, Department of Commerce.

DES MOINES—April 28—Central Iowa Export Sales Institute, 10 a.m.-3:30 p.m., Hotel Kirkwood. Sponsors: World Trade Dept. of Chamber of Commerce; REEC; Des Moines Field Office, Department of Commerce.

DES MOINES—May 18—Export Workshop, 2 p.m., Chamber of Commerce. Sponsors: Des Moines Field Office, Department of Commerce; REEC.

HILO, HAWAII—May 5—Export Expansion Workshop. Sponsors: Hawaii Island Chamber of Commerce; Honolulu Field Office, Department of Commerce.

JACKSONVILLE, FLA.—April 26—Export Conference, 2 p.m., Field Office. Sponsor: Jacksonville Field Office, Department of Commerce.

KANSAS CITY, KAN.—April 28—Workshop for New Exporters, Town House Hotel. Sponsors: Kansas City Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY, MO.—April 28—Export Procedures Course, 6:30 p.m., Chamber of Commerce. Sponsors: Kansas City Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY, MO.—May 5—Export Procedures Course, 6:30 p.m., Chamber of Commerce. Sponsors: Kansas City Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY, MO.—May 12—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

LOS ANGELES—April 29—Export Expansion Seminar, 9:30 a.m., Field Office. Sponsor: Los Angeles Field Office, Department of Commerce.

MIAMI—April 28—In-Office Export Workshop, Miami Field Office, 10:30 a.m. Sponsors: South Florida Regional Export Expansion Council, U.S. Dept. of Commerce.

MIDDLETOWN, CONN.—April 27—Foreign Trade Workshop, 10 a.m.-12 noon, Chamber of Commerce. Sponsors: Hartford Field Office, Department of Commerce; Chamber of Commerce; REEC.

MINNEAPOLIS—April 28—In-Office Export Conference in U.S. Dept. of Commerce Field Office. Sponsors: Upper Midwest REEC and Field Office.

MONTPELIER, VT.—April 27—State of Vermont Export Seminar, 1 p.m., House of Representatives' Chamber. Sponsors: State Development Dept.; Boston Field Office, Department of Commerce; REEC.

NEWPORT, ORE.—April 27—Newport International Business Short Course, Marine Science Laboratory.

NEW YORK—May 4—Profits in Exports Meeting, Chamber of Commerce, Borough of Queens, Long Island City. Sponsors: Chamber of Commerce; New York Field Office, Department of Commerce.

NEW YORK—May 12—Profits in Exports Meeting, Sheraton-East Hotel. Sponsors: Greeting Card Assn.; New York Field Office, Department of Commerce.

OMAHA—April 27—Meeting on Patents and Legal Hurdles, 7-9 p.m., University of Omaha. Sponsors: University of Omaha; Kansas City Field Office, Department of Commerce; REEC.

OMAHA—May 4—Meeting on Foreign Personnel Problems and Administration, 7-9 p.m., University of Omaha. Sponsors: University of Omaha; Kansas City Field Office, Department of Commerce; REEC.

PHILADELPHIA—April 26—Foreign Traders Assn., monthly meeting, 6 p.m., Sheraton Hotel. -

PHILADELPHIA—April 28—Manufacturers Assn. meeting, Germantown Cricket Club. Speaker: **Gus Larson, Bureau of International Commerce.**

PHILADELPHIA—April 28—Seminar on "Overseas Distributors and Representatives", 7-9 p.m., Sheraton Hotel. Sponsor: American Society of International Executives.

PHOENIX ARIZ.—May 12—Export Expansion Workshop, 10 a.m.-12 noon, Federal Bldg. Sponsors: Phoenix Field Office, Department of Commerce; REEC.

PITTSBURGH—April 26—Export Counseling Program, 1-5 p.m., Chamber of Commerce. Sponsors: World Trade Council, Chamber of Commerce; REEC.

QUINCY, ILL.—May 10—Export Workshop, Gardner-Denver Co. Sponsors: REEC; World Trade Club; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

ST. LOUIS—April 26—Export Workshop, Wagner Electric Co. Sponsors: REEC; World Trade Club; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

ST. LOUIS—April 28—World Trade Club, monthly dinner meeting, Holiday Inn Downtown.

ST. LOUIS—April 28—Businessmen's consultations with members of U.S. Trade Mission to Saudi Arabia/Persian Gulf States, in St. Louis Field Office. Sponsors: REEC, World Trade Club, Chamber of Commerce, and St. Louis Field Office, Department of Commerce.

ST. LOUIS—May 16—World Trade Club "Port of New Orleans Night," Ruggeri's Restaurant. Sponsors: REEC; World Trade Club; St. Louis Field Office, Department of Commerce.

SAN FRANCISCO—May 19-20—3rd Annual International Marketing Management Conference, Sir Francis Drake Hotel. Sponsor: American Marketing Assn., Northern California Chapter.

SPOKANE—May 6—Pacific Northwest Industrial Exposition Export Conference. Inland Empire Fair Grounds, 9 a.m. Sponsor: Seattle Field Office, U.S. Dept. of Commerce.

WHEELING, W. VA.—April 27—Export Expansion Seminar, Hawley Bldg., 10 a.m. Sponsors: Wheeling Area Conference on Community Development and Commerce Dept. Field Office.

WHITE PLAINS, N.Y.—May 11—Westchester County Foreign Trade Council, monthly luncheon meeting, 12 noon, Roger Smith Hotel. Sponsor: Chamber of Commerce.

YORK, PA.—April 26—World Trade Council, monthly meeting, 12 noon, Chamber of Commerce.

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